

# THE NATIONAL WOOL GROWER

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## Report of the Fifty-Sixth Annual Convention

Constructive Work by Committees—An Aggressive Platform Adopted—Closer Organization to be Effected

The Fifty-sixth Annual Convention of the National Wool Growers Association, held in Salt Lake City, closed January 19th, after a three-day period into which were crowded weighty matters and affairs of unusual moment to the sheepmen, more than 500 of whom gathered at the Hotel Utah, resolved that the life of the sheep industry be maintained and its growth fostered. The delegates were of the opinion that hard battles confront them, but as President Frank J. Hagenbarth aptly expressed in a pre-convention interview, "It is entirely conservative to say that the position of the wool growers is distinctly more cheerful. The dark days have been weathered well and the better days are looming in the future. If the members of Congress do not begin to play politics, there is no question as to the outcome of the Emergency Tariff Bill."

The convention opened with an invocation by the Rev. Stanley Arthur Curtis, followed by a vocal solo by Miss Frances Jensen. Governor Charles R. Mabey of Utah, himself at one time a shepherd, delivered the address of welcome, and pledged himself and the state to the support of the sheepmen, whose difficulties he is well qualified to appreciate. Senator C. H. Williams of Deer Lodge, Montana, responded to the address of welcome of Governor Mabey and told of some of the general problems which are before the wool growers at this time.

The Honorable Frank J. Hagenbarth, for seven years president of the association, then sounded the keynote in his annual message to the delegates, in which he showed the failure of Congress intelligently to cope with the problems of the industry; praised the loyalty of the banks, both Federal

Reserve and member institutions which have "stood nobly by the industry"; discussed the pending embargo on further imports of wool, mutton and lamb and others meats; and stated that a new agricultural policy is needed wherein lands may be put to their proper uses and given a thorough classification. The president's address in full appears elsewhere in this number. Following the annual address, Secretary F. R. Marshall gave his report, which showed that the 1920 expenditures were \$9,000 in excess of the receipts and left a deficit of \$4,000. A separate report of the "Eat More Lamb" campaign appears on another page.

### Monday Afternoon

On Monday afternoon Dr. McClure presented the report of the legislative committee, which had just returned from Washington. Following his report, Dr. McClure presented the need for financial support in what is yet to be done by the association for the industry. He said: "Regardless of what happens to the Emergency Tariff Bill, we are a mighty industry and for the next few years we must have the government with us. Now, sheepmen, you have a great work before you. The foundation of the work has been laid. Unless you are willing to fight for your industry, you can't expect others to do it for you. Anybody can win when it's easy, but it takes a fighter when the going's hard." Dr. McClure's offer to receive subscriptions met with generous response, a complete list of the contributions made appearing elsewhere in this issue.

Mr. H. K. Holman, Jr., of the Bureau of Markets at Washington, D. C., explained the Federal Warehouse Act as related to wool. He showed that receipts, acceptable in commercial dealings, may be secured for stored

wool. "It is true," said Mr. Holman, "that you have no Federally licensed wool warehouses out in this country, but there is nothing to prevent the establishment of such warehouses in any part of the United States where it is expedient to store wool, and the receipts issued by a United States licensed and bonded warehouse, located at Flagstaff, Arizona, for instance, should have the same security value in Chicago, New York, or San Francisco. Bankers generally throughout the country endorse the warehouse act and look with favor on the receipts issued thereunder." Mr. Holman's address is printed in full in this issue.

### Tuesday Forenoon

The second day, co-operative marketing, transportation, the packer question, Indian wool, and the appointment of committees were among the major interests of the convention. In the forenoon, after a vocal solo by Mr. Glenn V. Culp, Mr. C. H. Withey, manager of the Farmers' Union Live Stock Commission Company of Omaha, stated how effective co-operative marketing is in his community, showing that in the first year of operation 36 per cent of the commission charges were returned to the producer and 46 per cent the following year.

Mr. V. O. McWhorter, superintendent of the United States Sheep Experiment Station, presented results of experiments conducted to show the points of the most profitable types of fine-wooled sheep. The points discussed related chiefly to length and fineness of staple and to face covering. The tables used by Mr. McWhorter, together with his explanations, will be printed in the March number of the Wool Grower.

President Hagenbarth requested that Mr. McWhorter should tell the convention of his experience in grow-

ing sunflower silage under dry land conditions at the sheep experiment station. Professor C. N. Arnett of the Montana Agricultural College told of the experiments at Bozeman in raising sunflower silage on irrigated and on dry lands. Both speakers agreed to furnish figures as to cost of production, and so forth, for publication in the Wool Grower.

#### **Tuesday Afternoon**

Mr. H. V. Platt, general manager of the Oregon Short Line Railroad, advised the sheepmen not "to crowd" and that a period of prosperity is ahead. He said we have "one-third of the money of the world and a surplus of practically all lines of foodstuffs and materials." Mr. Platt defended the increase in railroad rates and the charges for feed and sand. He stated that the shipper and carrier are interwoven in common interests. He told of transportation costs, showing that the double-deck stock car is necessarily idle 50 per cent of the time, and spoke of the railroad's increased expenses of haulage, fuel, etc. Mr. Platt's address will appear in the March issue.

During intermissions between scheduled sessions, the cloth display furnished by Dr. H. C. Gardiner attracted a great deal of attention. Dr. Gardiner, who devised this plan of providing a market for the wool of his state and who is a director of the Montana Wool Growers Association, expressed the belief that the National Association, as such, should adopt the co-operative manufacturing and marketing plan as used by Montana, within the coming year.

Mr. Hugh E. Campbell of Arizona, representing the wool growers of that state, invited the National Wool Growers Association to convene at Phoenix, Arizona, at the next gathering. He urged that they accept the invitation, stating that the Southern members of the organization are eager to be the hosts and to get into closer touch with the National Association.

Mr. F. C. Campbell, chief of the live stock interests of the Indian Service, told of 40,196 Indians owning upwards of 2,000,000 head of sheep, and showed

the analogy between Indian holders and other sheep owners. He said the Indians are anxious to serve the industry as a whole. He also told of the efforts in progress to stimulate the manufacture of and to produce a larger market for Navajo rugs, thus making a bigger outlet for wool products.

President Hagenbarth brought up the subject of New Zealand lamb glutting this country's market. He laid the base of the trouble in marketing American lambs to the 3,000,000 pounds of New Zealand lambs on the United States markets and told of the efforts made to keep the foreign products out of our markets. Robert Matheson of Swift & Co. said that last year his company lost three cents a head on all the sheep they purchased, and referred to New Zealand lamb as a "thorn in my flesh." He said that if the packers had not handled the "stuff and put it on the market," conditions would have been much more demoralized. He implied that there existed a need on the part of wool growers for a better understanding of the sheep market. He emphasized the loss that so frequently results from holding lambs too long on the range. The "sappiness" that characterizes lamb marketed at, or before four months of age, is essential to profitable handling by the packer and to satisfactory returns to the producer.

#### **Wednesday Forenoon**

Mr. M. Staff, representing the National Wool Warehouse and Storage Company, Chicago, explained that company's use of Federal Warehouse Receipts and the work being done by the American Farm Bureau Federation, through its wool committee in co-ordinating the work of those in charge of the wool pools in the farm states.

Mr. Barnes of the Washington office of the Forest Service, who had just arrived from the El Paso convention, brought assurance that no action to increase grazing fees was contemplated by the present Congress. His interesting discussion of other Forest Service problems is also printed in this issue.

Mr. Alex Walker, president of the

National Sheep and Wool Bureau, predicted the early passage of the Truth-in-Fabric Bill and cited figures to show the extent of the use of shoddy in the United States. He stated that his bureau realized the importance of a wool tariff and would support the efforts being made for that purpose.

#### **Wednesday Afternoon**

An address that caused much favorable comment and constructive thinking was that delivered by the aggressive secretary of the Nevada Live Stock Association, Mr. Vernon Metcalf, of Reno. Mr. Metcalf explained the methods of organization that have resulted so successfully in Nevada and outlined a plan of close organization and close working relationship of local, state and national associations of wool growers and other stockmen. His address will be printed in full in a later issue.

With Senator C. H. Williams in the chair, the election of officers was called for. In a stirring speech, Dr. McClure told the convention more of the indefatigable efforts and unusual devotion that has characterized President Hagenbarth's service to the association and particularly during the past year. Following his re-election by unanimous vote, Mr. Hagenbarth received a prolonged ovation, after which he feelingly told the convention of his love for the Western country and his determination to serve its interests.

#### **STANDING COMMITTEE ON WOOL WAREHOUSING AND FINANCING**

The separate committee recommended for appointment "to arrange for warehousing under the Federal Warehouse Act and for financing the 1921 wool clip" was named by President Hagenbarth as follows:

S. W. McClure, Nampa, Idaho, chairman.

George Austin, Salt Lake, Utah.

Prof. W. C. Coffey, Urbana, Ill.

C. J. Fawcett, chairman of the Wool Committee of the American Farm Bureau Federation, Chicago, Illinois.

C. H. Williams, Deer Lodge, Montana.

# Annual Address of President Frank J. Hagenbarth

At the Fifty-Sixth Annual Convention of the National Wool Growers Association

It is doubtful whether during the intervening years since the first meeting of this association in Syracuse, New York, in 1861, the flock masters of this country have faced such momentous possibilities as are now involved. Perhaps there never has been a time in the history of the organization when self-control and deep thought, coupled with moderation and forbearance, were more necessary. At the same time, there perhaps never was an occasion when firmer convictions, expressed in the plainest speech were more necessary.

It is an axiom that republics are ungrateful. This has been exemplified by our dealings with our own great republic during the past two or three years. It is now history that during the great war wool growing was one of the few industries that was called upon to take fixed prices for its product, and at the same time assume the burden of ever advancing costs. This action of the government estopped the wool grower from participating in the so-called war profits and left him without the surplus with which to absorb the subsequent shock of deflation which came upon him. The wools which he sold to the government for fifty cents a pound, judging by the record of other commodities, would have brought double that price in an unfixed market. However, the wool grower is making no complaint and is proud of his war record, but it is his function to state the facts and to account for his present submerged condition.

Nor was price fixing all. Following the signing of the armistice, the government had on hand 400,000,000 pounds of wool, which entered into active competition in American markets with our own product. During the fiscal year, ending July 1, 1920, 427,000,000 pounds of additional wool in the grease and millions of sheep and lambs were imported from abroad into this country. The effect of these conditions will be referred to later on.

## Physical Conditions.

The wool growing industry has not

only suffered, in common with all other industries, through the general deflation and after war conditions, but has been visited by physical conditions which we can aptly describe as "an act of God." Beginning with the spring of 1918 when the great West was visited with the coldest storms of a generation, followed during the winter of 1918 and the summer of 1919 with such a drought as the great Northwest has never seen, and again followed, beginning in October, 1919, with the snow fall in October over the

exceed 90 days, the actual feeding period, during the winter of 1919 and 1920, was over six months. Nor was that all. The feed crop, owing to the drought of the preceding summer, was only about half normal, which resulted in price raising from an average in prior years of around \$5 per ton for hay to over \$20 per ton. Cotton seed meal was shipped into the ranges at a cost of \$100 per ton and corn at \$90 per ton. The flock master had to take his choice of either losing his flocks or borrowing enough money to feed through these long months at these excessive costs, the net result of the whole proceeding being that in the spring of 1920 every flock master in the Intermountain territory came out of the winter with either tremendous losses in live stock or heavy mortgage indebtedness.

## Markets

Bankers and loan companies, which had furnished money for the payment of these extraordinary feed bills, were promised that when the wool clip of 1920 was marketed and the lamb crop sold ample funds would be available at least to partially liquidate this heavy indebtedness. When the wool was shorn and ready for sale, there was no market; nor has there been any since. Owing to the extremely hard and long winter and the very late and cold spring, there was only about half the normal lamb crop. Every hope of the flock master was centered on the highest prices ever known for these lambs, but in the meantime, owing to the joint influence of the low values of by-products from slaughtered sheep, especially wool, and to the fact that tremendous importations of foreign lamb had come into the country, beginning in April and attaining large volume during the summer, when the marketing period for lambs had arrived, we not only had a half a lamb crop, but a half a price. This was the last straw.

The attention of the government was time and again called to the con-



PRESIDENT F. J. HAGENBARTH

Western ranges of from one to two feet, according to locality, there seems to have been a continuous visitation of the elements, conspiring to wreak their vengeance on the flocks and herds of the great plains regions. The winter, which began in October, continued in all its rigor into the following May. The flock master was compelled to feed from six to seven months, at an enormous cost—600 to 700 per cent over normal. Where the extreme feeding period in the West would average not to



dition of affairs. Petition after petition asking for an embargo against foreign meat and wool imports was sent by live stock organizations, by banking organizations and by commercial organizations to the President and to other responsible members of the government in Washington. To all of these appeals a deaf ear was turned. As a result we have today a two years' supply of wool on hand and over 2,000,000 carcasses of lamb in cold storage with additional quantities en route.

#### **The Federal Reserve and Other Banks**

The disastrous situation described naturally resolved itself into a banking problem. Your President, at a meeting called in Chicago, during the summer months, was chosen as chairman to head a committee to go to Washington for the purpose of seeking relief. All the facts above recited were laid before the Federal Reserve Board and relief asked for. The President and the War Trade Board were asked under their war powers, which to this day have not been revoked by Congress, to declare an embargo on further imports of foreign meats and wools in order to stabilize our home markets and to preserve the banking situation. No result was accomplished. Mr. W. P. G. Harding, Governor of the Federal Reserve Board in Washington, assured your committee that every effort would be made on the part of the board to advise District Federal Reserve Banks that live stock paper, when presented by member banks, should receive the utmost consideration under the most favored terms.

A spirit of fairness must compel the acknowledgement that not only the Federal Reserve Banks but the member banks, as a rule, although there have been some notable exceptions, have stood nobly by the industry. They have assumed obligations of live stock men far beyond customary banking limits. Hereafter when a live stock man hears the red-eyed proponents of anti-banking views discharge their tirades, let him always remember that his best and only friend during the past and present emergency has been his banker.

There might be some criticisms attached to the broadside launched early last spring by the Secretary of the Treasury and the Federal Reserve Board against the granting of further credits for the handling of warehouse commodities. The Treasurer and the Board might have begun by serving notice that non-essentials and luxuries would be severely discriminated against but that reasonable credits would continue to be extended to the limit for the carrying on of legitimate industries and for the marketing of legitimate crops. It is a singular coincidence that the bottom dropped out of the wool market within a few days of the time that deflation orders came from Washington. It has been suggested that although deflation was entirely desirable, at the same time, it was not necessary that after having climbed to the dizzy heights of inflation, we be invited to jump off and break our financial necks in the process. It has likewise been suggested that it is not usually customary to perform a major operation in order to cure a stomach ache.

Although Washington officials may have acted hastily and inadvisedly at the beginning, the subsequent handling of our financial operations have saved the situation and have, in a large measure, made amends for any prior mistakes. The Federal Reserve Banking System and the strong position of its member banks, their willingness to extend credit and aid has saved this country from the greatest panic in all of its history.

#### **Live Stock Finance Corporation**

Following the failure of your President and other officers to obtain relief for the industry through an embargo or other means, it became apparent that unless some action was taken to stabilize credit conditions for live stock many of our banks and live stock loan companies, especially in the great West, were headed for certain bankruptcy. This was not because fundamental and eventual conditions underlying such a producing industry as ours were not sound, but was rather owing to a temporary exigency which had arisen and which demanded prompt re-

lief. With this thought in view, your President, together with M. K. Parsons, vice-president of the American Live Stock Association, made a trip through the great financial centers of the East and interested the big banks and bankers of Chicago, New York and Boston in the project of forming a financial pool for the purpose of rediscounting the paper of banks and loan companies which had become over-burdened and distressed, and in order to prevent the shipment of our breeding herds of both ewes and cows to market for purposes of liquidation. Thirty-two different banks participated in this pool to the extent of over \$23,000,000. I want to go on record now and here on behalf of the big banks of this country as saying that no better or stronger evidence has ever been given of sterling American patriotism and good citizenship than was evidenced in the formation of the Live Stock Finance Corporation. While the government failed to act, these banks acted, although already over-loaded with burdens of every kind from every direction. These bankers were willing to assume the further burden of protecting you and your interests as I have described and this magnanimous act on their part must never be forgotten by us.

#### **Emergency Tariff.**

As a further step toward stabilizing market conditions and restoring confidence in our industry, your President took it upon himself to name a committee to proceed to Washington with a view of, at the reconvening of Congress, having an embargo declared on the further imports of wool, mutton and lamb and other meats. Your President, S. W. McClure and W. C. Coffey acting on behalf of this organization, Dr. J. M. Wilson, president of the Wyoming Wool Growers; Prager Miller, president of the Arizona Wool Growers; H. C. Thurmond, secretary of the Texas Wool Growers; J. R. Walker, president of the Ohio Wool Growers, and C. J. Fawcett of the American Farm Bureau Federation, constituted a committee which appeared before the various committees in Washington and presented your case



to such good purpose that early in the session the Ways and Means Committee introduced and passed a bill through the House by more than a two-thirds majority, placing a duty of fifteen cents per pound on wool and two and one-half cents per pound on imports of foreign lamb and mutton. This bill is now pending in the Senate, and if it is not talked or amended to death by politicians, it should pass the Senate within a few days.

The framers and friends of this bill realized that it is not a scientific arrangement, but as its name implies, is simply an emergency measure. Every student of tariff legislation knows that between the time of the enactment of a tariff act and its first proposal this country has invariably been flooded with foreign goods to such an extent as to nullify from one to three years any effect of the tariff bill which is eventually enacted.

### The Tariff

Beginning some time in March, the friends of American industry will set about the task of writing a new tariff under the most complex conditions that have ever faced them. Foreign labor conditions, the low rate for foreign exchange and the general upheaval of the world's commerce present problems of a new and entirely unknown character. However, we have abiding confidence that the good business sense of the American people will meet the issue as well as it can be met. We have apparently been given a safe, sound and sincere leadership. Congress has already set about the hearings on various schedules and by mid-summer a new tariff should be well under way.

The old days of the tariff as a strictly political question has, we believe, for all time been laid on the shelf.

The rank and file of the Democratic party, on the one hand, have learned that America comes first and theory second, and on the other hand, the extremely high protectionists have learned that a tariff must be written to protect and not rob the public. The majority of Democrats today are followers of Oscar Underwood, a disciple of

Samuel Randall, rather than of Simmons, the apt pupil of William J. Bryan. The Republican line up will not be in the form of an Aldrich policy, but rather a fellowship with the principles of McKinley. Utah and the West is peculiarly fortunate in having returned to the United States Senate Senior Senator Reed Smoot. The new tariff will in nearly every schedule show evidence of his deep research and hard labor. Not only Utah should be happy in his presence on the Finance Committee, but the whole country is to be congratulated. In our opinion, Senator Smoot is one of the greatest, most fearless men that ever sat in the United States Senate.

### An Agricultural Policy?

It is to be hoped that the present Congress will, after a century of neglect, see fit to inaugurate and lay foundations for carrying out an agricultural policy befitting the United States. To date our entire agricultural and live stock program has been a haphazard affair and that it has not resulted disastrously to our economic life is due only to our apparently unlimited natural riches and resources. As a whole, the United States production of wheat and meat per acre used for such purposes is less than that of any other section of the world. The natural resources of the Great West have been well-nigh ruined by reason of the lack of moral courage of our Western senators or by reason of the fact that they have not been awake to the true situation. Our lands have not been classified; we have allowed homesteaders and their families to starve on lands never intended for farming, but made by the Creator for live stock; we have developed large reclamation projects and invited homesteaders to produce large crops of hay and other feed and then have deliberately set about to destroy the live stock which was their natural market; we have invited them to grow grain and other crops and have made freight rates so high as virtually to place an embargo against going to market; we have invited the farmer of the Middle West to feed millions of

bushels of corn to live stock and have then dumped the competing meats of the world upon him; we have placed practically every article produced by agriculture upon the free list and have compelled him to pay a tax on everything he uses.

The history of agriculture has demonstrated that the decrease in the production of live stock is coincident with the decline of fertility. The very foundation of all other successful national endeavors, as has been demonstrated by the economic history of other countries, notably Germany, is being based on an expanding and prosperous agricultural policy. The real secret of Germany's economic strength was based on the fact that for several decades preceding her recent outbreak, she had developed and followed an intensive agrarian policy. There is no one munition more necessary in time of war than an adequate supply of wool. The late war demonstrated this truth conclusively. Critics of a proper protection, which would place the industry of wool growing on all fours with the rest of the world, have often called attention to the fact that at various periods in our history we have had protective tariffs and that the development and growth of the wool growing industry was not consistently developed thereby. The miracle is, to my mind, that under our "on again off again" tariff and agricultural policy we have any wool growing industry at all in this country. It is a well known fact that wool growing has, for a generation or more past, been driven from the intensive farming areas of the United States to the far West where it could only survive by reason of the unusual facilities in the way of cheap grazing and other advantages which the West at one time afforded. Those days, however, have now passed and this government and Congress must awaken to the fact that a proper agricultural policy demands that every proper and consistent means of developing this most essential industry should be adopted.

Especially speaking on behalf of the great Rocky Mountain and plains re-

(Continued on page 35.)

# Report of Resolutions Committee

National Wool Growers Convention

## Federal Farm Loan Banks

WHEREAS, the Act establishing the Federal Reserve Banking System requires that all national banks become members; and also that state and private banks may become members; and

WHEREAS, loans secured by liquid assets or personal security are the only kinds that can be re-discounted by Regional Banks as provided in said Act; and

WHEREAS, many private and state banks, by reason of the foregoing, are unable to make loans on farm and grazing lands, thereby materially restricting farmers and stockgrowers in obtaining money to carry on their necessary operations; and

WHEREAS, the United States Congress, in order to provide proper banking facilities for agriculturists passed the Federal Farm Loan Act, which, to a certain extent, met their requirements; and

WHEREAS, a suit has been brought in the Supreme Court of the United States by private corporations for personal gain attacking the constitutionality of the Farm Loan Act, thus causing a suspension of loans by the said land banks; and

WHEREAS, since the suppression of the Federal Land Banks there has been no Government Bank where the agriculturists could obtain money secured by farm or grazing land as collateral, thereby discrediting all farm paper, discouraging the farmer and his family in operating the most essential line of industry in our nation, which represents directly nearly one-third of the population of the United States, and indirectly represents practically every line of industry in the nation, thereby causing banks to fail, merchants to cancel their orders for goods, mills and factories to close down, throwing thousands of men out of employment with the horrors of a cold winter facing them and their families, spreading the seeds of anarchy and

Bolshevism among the unfortunate people of this great Republic which gave its wealth and blood so freely for humanity in the World's Great War; and

WHEREAS, our nation was able to finance the greatest war on earth and has since provided millions of dollars for various enterprises in other countries with the loyal support and assistance of the agriculturists of this nation, surely this nation has not become so impotent or unmindful of the welfare of its own citizens as to allow them to languish and fail for the necessary financial aid that can be given them by the restoration of the Farm Loan Banks, which were so wisely provided for by Congress; therefore

BE IT RESOLVED, that every legitimate effort should be made to obtain a prompt decision in the above-mentioned suit, and if the Act be found unconstitutional or defective, that we petition our Senators and Representatives in Congress to have said act promptly amended so as to avoid constitutional objections and thereby carry into effect the intention of Congress in the establishment of the Federal Farm Loan Act.

## Federal Reserve Bank

BE IT RESOLVED, that this association go on record requesting the Federal Reserve Board to exercise great liberality toward the stock raising industry during these times of stress; and further that said board refuse to discount loans to finance the importation of foreign wool or cold storage meats.

## Endorsing Fordney Emergency Tariff Bill

WHEREAS, due to the enormous importations of wool, frozen lamb and other agricultural products, our domestic markets are thoroughly demoralized; and

WHEREAS, due to the difference in exchange, we are paying foreign countries a bonus to dump their surplus products into this country, thus threat-

ening the destruction of our whole business structure; therefore, be it

RESOLVED, that we, the National Wool Growers Association, assembled this 19th day of January, 1921, respectfully urge every member of Congress, in the interest of the general public, to lay aside all party prejudice and support the Fordney Emergency Tariff Bill now before Congress.

## Wool Tariff

WHEREAS, time has proven the necessity of self-support by any nation that continues to exist and prosper and that such self-sustenance is dependent upon the production of food and clothes, it is therefore necessary that agriculture and live stock which are the basis of such production, must be assured of a stable and profitable position in national economic industry and must be protected against foreign competition furnished by distant countries favored by natural conditions and lower standards of living; and

WHEREAS, it has been clearly demonstrated that in the process of distribution and manufacturing, the cost of the basic material comprises a very small proportion of the total ultimate cost to the consumer, as, e.g., the price of the wool in a suit of clothes is a fractional percentage of the cost of those clothes to the wearer, or the price of lamb on the hoof has small relation to the cost of the meat on the consumer's table; and

WHEREAS, import duties levied upon wool and mutton will serve a double purpose of supplying revenue to the government and equalizing foreign competition to the welfare of the home producer by preserving to the latter his own market; therefore be it

RESOLVED, that the National Wool Growers Association asks the incoming Congress to recognize the importance and necessity of American wool and mutton production by imposing such import duties as will place the American sheep raiser in a position of equality with any competition,

and thereby encourage the maintenance and development of this essential industry, and we urge and affirm that such duties should be specific and based on the clean content or scoured basis; and be it further

RESOLVED, that recognizing that American manufacturing of wool is a co-ordinate branch of our industry and is the only available market for American grown wools, we therefore urge that adequate compensatory and protective duties be levied upon imports of goods manufactured from wool.

#### **Imports of Frozen Lamb and Mutton**

WHEREAS, the importation into the United States during the past year of approximately 3,000,000 carcasses of frozen lamb has resulted in such ruinous prices to the lamb market in this country as to threaten the virtual extinction of the industry; and

WHEREAS, this imported lamb is produced under such climatic and labor conditions as to make competition in this country impossible; therefore, be it

RESOLVED, that we favor an import duty of not less than five cents per pound on such imported lamb, and that it is our best judgment that ten cents per pound duty is not an unreasonable figure for adequate protection to the producers of mutton and lamb.

#### **Packer Legislation**

WHEREAS, the constant agitation against the packers has had the effect of depreciating the value of live stock and unsettling the live stock market of the country to the detriment of both the producer and the consumer, and

WHEREAS, excessive prices by retail butchers throughout the country have seriously handicapped all efforts to secure an increased consumption of lamb, thus injuring the public by an unreasonable price which prevents the use of our product and also ruining the market; therefore, be it

RESOLVED, that we favor the retail distribution of meats by the packers in order that profiteering and unbusiness like methods may be eliminated and the public be served at a reasonable price.

#### **Labeling Imported Products**

WHEREAS, large quantities of lamb and beef of inferior quality, some of which is frozen, cured or prepared, and has been in storage for unduly long periods, are now being imported into this country from Australasia and South America, and are being sold as domestic products, thereby destroying the reputation of home grown products; therefore, be it

RESOLVED, that we most earnestly petition the State Legislatures to pass bills requiring each and every store, both wholesale and retail, that handles any imported meats, to display a large sign in a conspicuous place in such store, setting forth the fact that imported meats are sold in such establishment; and, further, be it

RESOLVED, that we petition the Congress of the United States to pass laws requiring all such imported articles to be clearly branded, showing the country of origin.

#### **Railroad Rates**

WHEREAS, the existing rates, rules and regulations now in force by the various railroads for the transportation of live stock and wool are so unreasonably high and so outrageous that they forbid the possibility of a profit and result, in many cases, in the transported live stock failing to even meet the cost of transportation, and realizing that the railroad officials are without authority to reduce said rate without the consent of the Interstate Commerce Commission; therefore, be it

RESOLVED, that the officers of this association be, and they are hereby instructed, to file a petition with the Interstate Commerce Commission, demanding that said rates be reduced, and that said action be diligently prosecuted by this association until relief be obtained.

#### **Commission and Feeding in Transit Charges**

WHEREAS, the railroads and individuals operating feed yards along the principal railroads have advanced their charges for grazing or feeding live stock at such yards to a point that cannot be justified on any ground, and such charges have become an unbearable burden on live stock producers,

which in some cases have made the interstate movement of live stock unprofitable; therefore, be it

RESOLVED, that we condemn the advances in these charges as unreasonable, and we demand a reduction in these grazing and feeding charges to a reasonable basis, charge being based on present reduced prices of labor and stock feed; be it further

RESOLVED, that the following reductions be made:

Commission charges from \$25 to \$15.

Grazing charges from 4c to 2c.

Yardage charges from 8c to 5c.

And that the president appoint a permanent marketing committee of three to carry on this work and if this commission fails to secure fair reductions that they investigate the feasibility of establishing our own co-operative live stock selling agency, and, if found practicable, to establish such agency.

#### **War Finance Corporation**

WHEREAS, hundreds of thousands of young ewes and cows are being slaughtered as a result of forced liquidation; and

WHEREAS, because of adverse weather conditions over the entire West, in recent years, the mortality in sheep has been very large, thus creating a tremendous decrease in our breeding flocks; and

WHEREAS, the slaughtering of breeding stock in large numbers which cannot be replaced, results in decreasing the production of live stock, not only causing a large economic loss but resulting in untold hardships on the ultimate consumers; therefore, be it

RESOLVED, that the War Finance Corporation Act, as recently enacted, be amended so that the great cattle and sheep growing industry of the United States may be saved from annihilation which is threatened through the lack of long-time credits, by the inclusion in that act of a provision to the effect that the War Finance Corporation function in behalf of the producers of live stock so that the breeder of sheep and cattle may obtain long-time credit.

#### **Warehousing and Selling**

WHEREAS, at the present there  
(Continued on page 40.)



**Paid in Capital Stock (Amount)**

**[THE DOE WAREHOUSE CO.]**

Amount of Bond (Amount)

LICENSE NO. \_\_\_\_\_

**INCORPORATED UNDER THE LAWS OF (State)**

ORIGINAL  
NEGOTIABLE  
RECEIPT NO.

(Terminates (Stamp Date))

**LICENSED AND BONDED UNDER THE U. S. WAREHOUSE ACT**  
**WOOL WAREHOUSE RECEIPT**

(Town, State)..... 192.....

**RECEIVED** on \_\_\_\_\_, 192\_\_\_\_\_, wool of the amount, kind, and grade described below, stored in the Doe Company's Warehouse at (Town, State), for which this receipt is issued, subject to the United States warehouse Act, the rules and regulations for wool warehouses thereunder, and the terms of this contract. Upon the return of this receipt properly indorsed and the payment of all charges, advances, and liabilities due (the Doe Warehouse Co.) therefor, said wool will be delivered to \_\_\_\_\_ of \_\_\_\_\_ or his order.

NO. OF BALES	WT.	NET GROSS	GRADE	KIND OF WOOL	SHRINK Estimate	MARKS	LOCATION
				Grease <input type="radio"/>	Sorted or <input type="radio"/>		
				Scoured <input type="radio"/> and	Unsorted <input type="radio"/>		
				or pulled <input type="radio"/>			

<sup>1</sup>Strike out word not applicable or check proper kind. <sup>2</sup>Grade according to.....<sup>3</sup>Must be stated in case of commingled wool.  
(Standard or description used.)

The Doe Warehouse Co. claims a lien on said wool for charges, advances made, and liabilities incurred as follows:

Said grade and weight were determined by a grader and weigher licensed under said Act.

Storage from date of receipt at the rate of.....cents.  
per (bag) (bale) (lbs.) per month or fraction part

Said wool is fully insured by (The Doe Warehouse Co.) against loss or damage by fire and lightning unless expressly stated otherwise on the face of this receipt.

thereof , .....\$.....

Said wool is accepted for storage upon condition that the holder of the receipt or the depositor of the wool shall demand the delivery of the wool not later than one year from the date of this receipt.

Insurance from date of receipt of wool at the rate of  
\$.....per \$100 per month or fractional part

If the warehouseman is owner of the wool, either solely or jointly, or in common with others, answer YES here.....

thereof . . . . . \$ . . . . .

Weighing . . . . . \$ . . . . .

.....  
**Licensed Warehouseman.**

Grading . . . . . \$ . . . . .

Per.....

Labor . . . . . \$ . . . . .

Freight charges .....\$.....

Money advanced .....\$.....

Miscellaneous . . . . . \$

## REVERSE SIDE

## STATEMENT OF OWNERSHIP AND INCUMBRANCES.

I hereby certify that.....

## INDORSEMENTS

## Deliveries

is the owner of the wool for which this receipt is issued, as described on the attached certificate and that, other than the following, there are no liens, mortgages, or other incumbrances on such wool:

[illegible]

(Signed)

<sup>1</sup>Signature of person lawfully entitled to delivery or his authorized agent.

## The United States Warehouse Act—An Aid in the Gradual and Orderly Marketing of Farm Products.

By H. K. Holman, Jr., Bureau of Markets, United States Department of Agriculture, Washington, D. C.

In one of the addresses made by your Mr. S. W. McClure, he stated that the subject of marketing wool is as old as the sheep industry in these United States and that if there is anything in discussion the subject is threadbare. I agree with Mr. McClure. It is threadbare, but we still have it with us and today the marketing problem looms up as it probably never did before.

Approximately one-third of the people in the United States are engaged in farming. These people actually produce the things upon which commerce is built. Should some great catastrophe deprive the nation of its annual harvests of agricultural products, a collapse and complete dissolution of the banking, manufacturing, distributing and transportation systems would quickly follow. This is mentioned merely to emphasize the relative importance of agriculture as the basic industry upon which our whole economic structure, and even our very civilization rests. Therefore, the problems confronting it demand the most thoughtful consideration, and the people engaging in it, the utmost co-operation of the rest of the world.

The modern farmer is a specialist. His business is primarily to produce and in so doing, to obtain the greatest yields at a minimum cost. This work demands his full time, energy and thought, but unfortunately his problem does not stop there. He also must finance the growing and marketing of his crops. It is the latter phase of his work that engenders the greatest hardships. Generally speaking, he derives revenue from his crops but once a year, which he must stretch out through the balance to meet daily the current expenses incidental to his operations. Sometimes he runs short of cash, so he is obliged to go in debt. It is indeed a thrifty farmer who is able to finance his operations from harvest to harvest without running into debt, and I am sorry to learn that this

class is also relatively small. It seems to be the custom in most parts of the country for the farmers to contract heavy obligations for supplies during the production period. These obligations usually must be met as soon as the crops are harvested, and it becomes necessary for them during their busiest season at harvest time to raise funds with which to meet these obligations, and if they are unable to do this it frequently means that their products must be sold regardless of the condition of the market. When products are forced on the market they seldom ever bring a price commensurate with their real value.

An equitable price for wool, grain, cotton or any other farm product, would be a price based upon supply and demand, plus normal average cost of production, a fair charge for marketing, and a reasonable profit for the producer. A price fixed on this basis should fluctuate in ratio to the supply and consumption and variation of other correlative factors. But is the price the producer receives for any of his products determined on such an equitable basis? I think not. It is generally what someone, in a market already congested by free selling, is willing to pay him, or one based largely on speculation. Prices established in this manner seldom ever represent the real value of products. But, after farm products leave the hands of the producers, what happens? Simply this: Their distribution becomes more orderly, and they ultimately reach the consumer gradually and in conformity with their needs, and you may rest assured the consumer pays a good price for them, too! I believe there is too wide a spread between the price the consumer pays and the price the producer receives. I know producers suffer as a result of this, and I believe the consumers do also. It seems that both the producers and the consumers have the sympathy of the public at this

time, but what does that do? Sympathy is not materialistic. It has no intrinsic value, and is not negotiable in the best banking circles. All of the sympathy in the world would not pay off a \$500 note at your bank. What the producers need is not sympathy, but a more equitable price for their offerings, and it seems to me that in order for them to obtain this under normal conditions, it would only be necessary for the gradual and orderly distribution of products to begin with the farmers instead of with someone further down the channel, as it is now doing, through which their products flow to market. It is very obvious that any change of methods involving the great agricultural interests of the country is a huge task; but almost anything can be accomplished through co-operation, and in view of the present exigency the undertaking is certainly warranted. Two of the prime requisites to national co-operation are cohesion and standardization. Cohesion of the organization and standardization of the plan to be followed in carrying out the work. I believe that you are practically already provided with both of these, since your different farm federations are said to be inclined to work together harmoniously for common interests, which, by the way, is very fortunate, and your government has provided in the United States Warehouse Act a ready means for standardization of the marketing plan.

It probably would be well to remind you, though, before going further into this dissertation, that agriculture, like all other great industries, is confronted with conditions at this time which are most abnormal. Bumper crops have been produced which have a value of about \$7,000,000,000 less than the farmers expected to receive for them. As a result of this collapse of values, the bankers of the country have been forced to adopt a most stringent policy with respect to credits, and very few

people have escaped being affected thereby. In this connection I would like to add that our banking system seems to have functioned remarkably well while passing through this most severe test; and, contrary to the views which seem to be entertained by some, I believe the average banker is willing to do everything that he can consistently do to remedy the situation without actually jeopardizing the institution which he represents. But since I do not profess to be a student of economics I will not attempt to discuss the relative merits of this question, and will pass on to something more pertinent.

In 1920 almost overnight the wool market ceased to exist, and today the wool grower is fighting his way through the most distressing conditions that have prevailed in the wool market since 1894 and 1895, when, as a result of almost equally bad conditions throughout the country, there was talk of discontinuing the growing of wool, but this was not done to any great extent. The market finally became readjusted and for a period of over twenty years there has been a normal production of around 300 million pounds per annum. History repeats itself, so the market will again be revived, but the experiences of the past should serve to show the wisdom of providing for the future, and accordingly the defects in the present marketing methods which I think are the foundation of your present trouble should be located and remedied to prevent as far as possible a recurrence of similar disastrous conditions.

I have never understood why, when the entire clip of the United States during normal times will supply but 60 per cent of the needs for domestic consumption, that it should be difficult to sell or necessary when the grower is ready to sell for him to practically turn his clip over to and let the buyer or other party pass on its grades and fix the price that he will receive for it. You couldn't get a farmer having grain for sale to do this. Neither will the cotton planter. It is usually possible to deliver a quantity of either of these products to almost any town in

the belts where they are grown, any day in the year, and not only find a ready sale for them but to sell them for cash at a price agreed upon before it leaves the producers' hands. One great advantage that the grain and cotton producers have over the wool growers at this time is the standardization of grades for wheat, corn, oats and cotton, which has been effected by the Department of Agriculture. This makes it possible for them to know and demand the value of these products at all times.

Summing up the situation, it seems that the wool growers should bring about a change whereby their wool is sold on a local market affording competition, identified by a grade corresponding to its value, and either receive pay for their clip on the spot or ship it to the buyer, if the buyer happens to be from some other town, on a shipper's order, notify bill of lading, which would then be attached to a draft and deposited in a local bank for collection either at sight or when the wool arrives. I suppose some of you gentlemen will think that, in the face of prevailing conditions, a suggestion of this kind is more theoretical than practical, but I feel it is possible to do this and believe further that it is quite feasible. First, the unscientific manner in which the crop is thrown on the market must be stopped; and, second,—as I have stated before—it should be distributed gradually and in conformity with the demand. Of course there immediately arises the question of how you can obtain the credit or finances for doing this. I will tell you: You should be able to finance the orderly marketing of your wool by means of United States licensed and bonded warehouse receipts. It is true you have no Federally licensed wool warehouses out in this country, but there is nothing to prevent the establishment of such

(Continued on page 37.)

## LIST OF CONTRIBUTORS.

List of contributors and amounts pledged for legislative work of National Wool Growers Association:

Union Stock Yards of South Omaha, Nebraska .....		\$1,000.00
Armour & Co., Chicago .....		500.00
Swift & Co., Chicago .....		500.00
Deseret Live Stock Co., Woods Cross, Utah .....		500.00
Nevada Live Stock Association, Reno, Nev. ....		500.00
Montana Wool Growers Association, Bozeman, Mont. ....		400.00
Oregon Wool Growers Association, Joseph, Ore. ....		400.00
Kansas City Stock Yards Co., Kansas City, Mo. ....		300.00
California Wool Growers Association, Red Bluff, Cal. ....		300.00
Arizona Wool Growers Association, Flagstaff, Ariz. ....		300.00
Knollin Sheep Commission Co., Chicago .....		250.00
Cudahy Packing Co., Chicago .....		200.00
W. R. Smith & Son, Chicago .....		200.00
Williams & Pauley, Deer Lodge, Mont. ....		200.00
Kearnes Bros., Salt Lake, Utah .....		100.00
Flagstaff Sheep Co. ....		100.00
L. A. Marks, Salt Lake (Cokeville L. & L. S. Co.) .....		100.00
A. E. Kimball, Elko, Nev. ....		100.00
Western Slope W. G. Assn, Montrose, Colo. ....		100.00
Ogden Stock Yards Co., Ogden, Utah .....		100.00
Salt Lake Stock Yards Co., North Salt Lake, Utah .....		100.00
Salt Lake Telegram, Salt Lake, Utah .....		100.00
Adams-McGill, Ely, Nev. ....		100.00
John MacQueen, Kirkland, Ill .....		100.00
Boise City National Bank, Boise, Idaho .....		100.00
J. G. Edwards, Idaho Falls, Idaho .....		100.00
J. E. Morse, Dillon, Mont. ....		100.00
Andrew Little, Emmett, Idaho .....		100.00
Peter Clegg, Tooele, Utah ....		100.00
St. Joseph Stock Yards Co., St. Joseph, Mo. ....		100.00
Austin Bros., Salt Lake, Utah .....		100.00
Dr. H. C. Gardiner, Anaconda, Mont. ....		100.00
Jeff Doggett, Townsend, Mont. ....		100.00
Fremont Stock Yards Co., Fremont, Nebr. ....		100.00
Leary & Warren, Salt Lake, Utah .....		100.00
Jay Dobbin, Joseph, Ore. ....		100.00
Novinger & Darrah, Shoshone, Idaho .....		100.00

(Continued on page 31.)



## Sheepmen on the National Forests

Address Before the National Wool Growers Association at Salt Lake, Utah, on Jan. 19, 1921, by Will C. Barnes, Assistant Forester, U. S. Forest Service.

### Grazing Fees.

Of course one of the first things in which you are interested is the question of grazing fees. The Forester has been repeatedly called upon to state what steps could be taken to either reduce or wholly eliminate grazing fees during the coming grazing season. This matter can be discussed from several different points.

The first and always the most vital question is, will the grazing fees be raised for the coming season? It is safe to say that no increase in grazing fees will be undertaken for the season of 1921, and it is unlikely that any change will be made until the close of the present five-year period, which expires at the end of the grazing season of 1923. In the annual reports of both the Secretary of Agriculture and the Forester each of these officials has taken a definite stand in this matter and has agreed that no change in the grazing fees should be made during the five-year period, it being accepted as a fact that with the beginning of the present five-year period and the issuance of permits for that time there was a quasi-agreement and understanding between the stockmen and the Forest Service that during that time no increase in grazing fees would be undertaken.

It is, of course, well known to many of you that the members of the House Agricultural Committee have discussed this matter with the Forester at past hearings on our appropriation bill, and have expressed their belief that the grazing fees are not on a basis at the present time where they represent the true commercial value of the feed secured. When I was before you last year the situation was rather delicate, because at that time the members of the committee were insisting that the Forester make a flat increase in all of our grazing fees of about 300 per cent. I believe, however, it is safe to assume that, as matters stand at present, Congress will accept the suggestion of Sec-

retary Meredith and Forester Greeley and not ask any increase in the fees during the present five-year period. Beginning with the season of 1924 there will be a readjustment of grazing fees which will be founded on the prevailing financial and industrial conditions. This readjustment may be up or may be down, depending entirely on the prevailing economic conditions, together with the results of the investigation to be made into range values.

The second inquiry is generally as to the possibility of a reduction in the grazing fees during the present season, or, still further, a total elimination of the fees for that period. Neither of these propositions can be considered under the existing financial stringency, which the Federal government itself has to face.

### Sheep vs. Cattle.

For a number of years the charge has been frequently made that the adminis-



On their way to the summer range, Montrose County, Colorado.

tration of the National Forests has been carried on in such a manner that the number of sheep has been continually reduced, while the number of cattle has been continually increased. It is, therefore, interesting to be able to show by figures taken for the ten-year period beginning 1911 and ending 1920, inclusive, that the number of sheep grazed on the National Forests has remained practically constant, with the exception of the period during the war when, in order to encourage an increase in the production of all meat products, we took long chances and stocked every forest range beyond a safe carrying capacity. The lowest number of sheep grazed on the National Forests during this ten-year period was in 1915, when we grazed in round numbers 7,284,000 head. The highest was in 1918, when, under the war emergency, we grazed 8,512,000; but with the exception of that year (1918) the average has been close to 7,500,000 sheep year after year.

On the other hand, the number of permittees has increased from 5,105 individual permits for grazing sheep in 1911 to 6,198 in 1920. This means, of course, that though we have maintained the number of sheep on the National Forests at approximately the same point, we have increased the number of permittees by almost 1,000, or around 20 per cent, which indicates that while we have not reduced the number of sheep, we have increased the number of sheepmen who are using the National Forest ranges.

There has been, of course, an increase in the number of cattle during this same ten-year period, the lowest number grazed (in 1911) being 1,448,000, the highest being in 1918, when it was 2,243,000. The number grazed in 1920 was 2,123,000. This increase in numbers, however, has been brought about not through reductions in the number of sheep and the turning-over of sheep ranges to cattle, but through a more conservative and better-managed system of handling the cattle, and the opening up of new areas which had not been available by means of trails, drive-ways, and improvements of this kind;

and also by a certain amount of double use on the ranges where it was evident that the range carried forage palatable to both classes of stock, and upon which both classes could be grazed together without seriously interfering the one with the other.

The number of permittees grazing cattle has increased from 20,499 in 1911 to 31,301 in 1920, or about a 30 per cent increase. It is only fair to state, however, that there has been a constant lowering of the average number grazed per permit, which has been brought about mainly through reductions on the larger cattle permittees who were grazing above the protective limit number, and the distribution of the range so secured among new Class A applicants.

So far as we have been able to control matters, no range primarily best suited for sheep has been taken from that class of stock and used for permitted cattle. Here and there, due to local demands by small settlers, certain ranges heretofore used by sheep, but which were not ideal sheep ranges by any means, have been set aside for use solely by cattle. But, on the other hand, we have added many thousands of acres of high lands which were made available for sheep-grazing purposes through the erection of bridges, trails, and drive-ways.

#### Distribution of Grazing Privileges.

For several years past those of us in close touch with the grazing situation on all the National Forests have concerned ourselves seriously with the problem of just how far we should go in reducing the grazing preferences of the larger Class B men in order to take care of new Class A applicants. This problem does not come so close home to the sheep growers as it does to the cattle interests, because under ordinary business and economic conditions there is a certain limit below which it is not profitable to handle sheep on the ranges. Nevertheless, there are a number of instances where sheep are being raised on farms in small numbers and grazed during the summer months on the adjoining National Forest range under a co-operative system of handling, which has proven fairly satisfac-

tory to the owners. I can point out to you one of our National Forests in the state of Utah where the average permitted number of sheep for the grazing season of 1920 was 200 head, and we are now facing requests from numbers of new small class A men who desire to graze even smaller numbers of sheep than 200 head. They ask that the protective limit be still further reduced in order that they may secure permits for, in many instances, as small a number as twenty sheep per man. I know this looks like small business to many of you larger owners, but it is a condition—not a theory—which we are studying. The small farmers feel that the raising of a few sheep is a natural part of their farming operations, that sheep are in many ways more profitable than cattle and offer a larger income for the amount of money involved in the investment.

We realize that these reductions mean considerable to the stockmen who are in the sheep business as a business by itself, and who cannot profitably run less than at least a single band of sheep. Primarily, of course, the struggling settler should be given every opportunity to build himself up in livestock as an additional source of income to his little farm. I am sure we would be going against the general public sentiment in this matter if we refused to recognize the claims of these men up to a certain limit. Public sentiment, however, does not always take into consideration the many points which are involved in a matter of this kind, and it is, therefore, one which the Forest Service itself must decide, based upon such information as it may be able to secure from the permittees, supplemented by our judgment as to what constitutes a reasonable number of stock for any one man to operate.

It is, of course, a self-evident fact that it is a much easier matter for the Forest Service to deal with a few large permittees raising the maximum limit number of stock each than with a larger number of small permittees, each grazing a relatively small number. It goes without saying that the large owners

(Continued on page 33.)

## With the State Associations

### THE CONVENTIONS

#### IDAHO

The Idaho Wool Growers Association held its annual convention at Boise, January 6th and 7th. The resolutions adopted appear in part below:

That we condemn the advances in the grazing or feeding charges made by railroads and individuals operating feed yards as unreasonable and unbearable, and we demand a reduction in these grazing charges to two cents per head per day, and in the event this request is not granted that the officers of this association be directed to install feeding yards at points convenient for Idaho sheep enroute to market.

That we most earnestly petition the legislature of the state of Idaho to pass a bill requiring each and every store, both wholesale and retail, that handles any imported meats, eggs or butter to display a large sign in a conspicuous place in such store setting forth the fact that imported meats, eggs or butter is sold in such establishment, and requiring further that all such imported articles must be clearly branded to show the country of origin.

That we suggest the president of this association name a standing committee of five members to arrange for marketing and financing our 1921 wool.

That we ask the Congress of the United States to pass legislation under which the public domain can be classified and land suitable for agricultural purposes segregated and the balance sold for grazing on long time payment. That all monies derived from the sale of these lands be expended within the state for the improvement of highways.

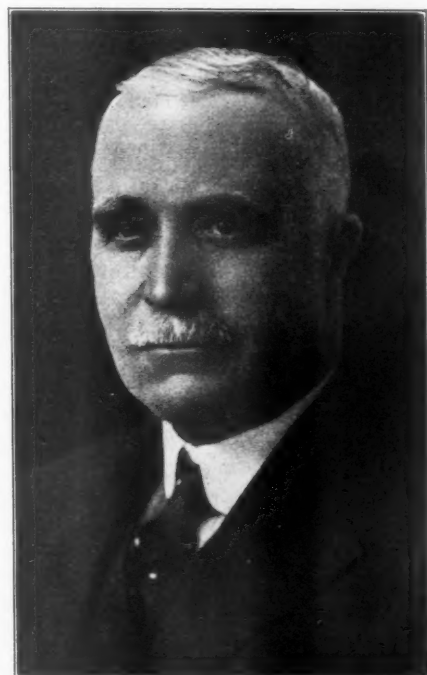
That from and after January 15 for an undetermined period the wages of sheep herders who have been for six months or more employees of their present employer shall not exceed \$60 per month, and that the wages of herders employed on or after January 15, 1921, shall not exceed \$50 per month, and that not to exceed 10 cents per head be paid for machine shearing, 9 cents for hand shearing, and one cent per head for tagging; these prices to include board.

The convention also endorsed the

Fordney Emergency Tariff Bill and recommended the appointment of Governor D. W. Davis of Idaho as Secretary of the Interior.

#### UTAH

January 15, 1921, the Utah Wool Growers Association held their annual convention at Salt Lake City. Many interesting talks on subjects vital to



SENATOR C. H. WILLIAMS  
President Montana Wool Growers  
Association

the sheepmen were made and summed up in the following resolutions:

The wool growers of Utah are facing grave conditions today. Good breeding ewes that have been fed and fattened at great expense are selling at \$3.50 per head; there is no market for wool, wages are high, transportation rates excessive, marketing costs greater than ever, interest rates high, money scarce; sheep are assessed higher than the stuff will actually sell for on the market. We have a surplus of supplies and a dearth of demand.

If the industry shall survive we must have relief and have it at once; therefore

Be it resolved by the Utah Wool Growers, in convention assembled, that we are in favor of:

Valuation for taxing purposes of \$4 for range sheep and \$10 for pure-bred sheep per head.

Relief from the requirement of giving bonds for payment of taxes where real estate is owned in the home county and the privilege of paying taxes there.

Extension of time on state land payments.

A bounty on predatory wild animals including rabbits, to which all who benefit must also contribute.

A tariff that will equalize the high cost of production at home, with cheap labor abroad, which produces the commodities which come in competition with our products.

Less expense and red tape in forest administration and lower grazing fees.

Legislation to prevent dishonest use of rags as pure wool.

Adoption of the French-Capper Truth-in-Fabric Bill.

Extension of credit to Europe to enable buyers there to purchase our surplus.

Long-time leases or allotments of winter range lands.

Credit on real estate securities with Federal Reserve Banks.

We appeal to the legislature of the state of Utah and the National Congress to give us such relief as may be in their power to grant.

As the closing act of the convention, James A. Hooper of Salt Lake, an officer of the Austin Brothers Live Stock Association, was elected president to lead the woolgrowers of Utah for the year 1921. Mr. Hooper was elected on the fourth ballot. Former directors were re-elected with the exception of the retiring president, John W. Thornley, and C. B. Stewart.

See the announcement of the 1921 Ram Sale on page ten.



## WYOMING

Wyoming wool growers held their annual meeting at Casper, January 6th to 8th. Naturally the central sections were most numerously represented, but leading growers from both north and south took prominent part in the deliberations of the meeting. Commission men, stock yards and packer representatives, and railroad men were there to tell the sheepmen why charges and rates had been raised or why New Zealand imports had driven down the price of lambs and numerous other things, but none of them could tell when wool would sell or bring a price which would let a sheepman pay his debts, to say nothing of making anything.

Sheepmen have never been known to shirk their duty but in Wyoming they feel that they were made to carry far more than their fair share of the burden during the last year. Had it not been for the local bankers who understood conditions and exerted every effort to carry the sheepmen and protect them as far as they could, there would be plenty of sheepmen hunting jobs today. And we venture to predict that unless wool growing is given more consideration by governmental authorities and other financial and industrial interests during the coming 12-month that the business will rapidly decrease and eventually all but disappear in this country. No industry can long continue when its main product has no market nor when that product only brings a part of its cost of production.

Sheepmen have never realized during the war years the profits which have accrued to similar lines of business. Expenses have increased far faster than returns, and at the Casper meeting discussions were centered on means of reducing production costs. Of these labor and land rentals and costs were the main subjects. A committee on labor reported in favor of reducing wages to a pre-war basis as fast as possible. Conditions vary in different sections of the state, but the general sentiment was that \$60 per month was a maximum price for herders at this time, with a policy of fur-

ther reduction as fast as possible to \$35 and \$40 per month being advisable and necessary. The question of shearing prices was left to the executive committee to settle at a later date, as it was felt that this was too early to set any price. Among the members it was freely expressed that no shearer should be given board free, whatever the price per head for shearing, as this had proven unsatisfactory last year, both to growers and to the better shearers. Nine cents a head was generally talked as a fair price under present conditions.

The decision of the Supreme Court upholding the constitutionality of the compulsory annual dipping law was announced the first day of the meeting. This caused considerable discussion, both in the resolutions committee and in the convention. It was unanimously agreed to ask the legislature to amend the law so as to permit the formation upon petition of non-dipping districts in those sections where land and other conditions made such dipping unnecessary.

Strong resolutions endorsing the Fordney Emergency Tariff Bill and the French-Capper Truth-in-Fabric Bill were adopted; also asking for a reduction in land and livestock valuations for taxation purposes, and of state land rental charges. Opposition to the consolidation of the State Sheep Board with any other board was unanimously voiced, and also the control of any private business by Federal commissions.

J. M. Wilson, of McKinley, was unanimously re-elected president, in recognition of his long, faithful, and efficient services to the organization, and Kleber H. Hadsell, of Rawlins, was elected vice president. J. B. Wilson, of McKinley, was chosen secretary. Casper entertained the sheepmen so well that they voted to accept their invitation to meet there again next year.

The executive committee, consisting of one member from each county, selected a legislative committee of five, and also a sub-committee of five to assist the president. This committee also agreed that the secretary should take

steps to adopt a plan of co-operative marketing of pelts, and initiate a method of marketing feeder lambs direct to the feed lots from association members.

The one bright spot in the sheepman's horizon is the weather. Feed on the range has not been better in years, so that practically no corn nor cotton cake has been bought while hay can be had for the offer of any price.

Money has become something unknown to a wool grower. The 1920 wool clip has mostly gone east with some advance from Eastern dealers, and here and there one hears of a sale; the latest reports indicate prices of around 20 cents for average clips, strictly fine wools at more and low wools at less. The 1921 clip must bring more money or all sheep in this country must be sold to pay expense bills, to say nothing of leaving anything for the producer. R. W.

## CALIFORNIA

The annual convention of the California Wool Growers' Association was held at the University Farm, Davis, on January 7th and 8th. About 60 members were present, President Ellenwood presiding.

After Dean Van Norman had concluded his address of welcome, T. H. Ramsey, president of the California Cattlemen's Association, who is also interested in sheep raising, spoke briefly. He commented upon various phases of the present very unsatisfactory situation. He called attention to the fact that the recent government sales of wool had shown some improvement.

The principal test of the satisfactory standing of the association—the treasurer's report—was all that could be desired, showing a large balance to the good.

President Ellenwood in his annual report touched upon many points of interest to his hearers, such as legislation against the use of shoddy, importation of frozen lamb and mutton, grazing fees, wages, etc. Charles Kimble of Hanford, Director Hecke of the State Department of Agriculture, and Dr. J. P. Iverson, chief of the division

of Animal Industry of the same department, were among the speakers.

The subject treated upon by Dr. Iverson was the "Sheep Scab" and his views were warmly endorsed. A motion was passed empowering the president to appoint a committee to confer with the Doctor as needed in a fight to a finish to eradicate the disease from California flocks.

When the convention reassembled on Saturday it was addressed by Secretary Wilson of the Agricultural Legislative Committee, and the association decided to become a member of that committee.

Upon motion it was decided to telegraph Senator Penrose, chairman of the Senate Finance Committee, urging him to support the Emergency Tariff Bill.

Among the many matters discussed at the convention was the second annual ram sale, which, according to the strong endorsement of Prof. J. F. Wilson, proved of great advantage to the association, and such sales should be continued.—Butchers and Stockgrowers Journal.

### WASHINGTON

The Washington Wool Growers Association held its annual convention at Spokane, January 6-7-8, 1921.

A resolution urging an intensive campaign to bring about greater consumption of mutton and lamb, and one urging the use of virgin American wool in clothing manufacture, were among the important measures reported by the committee on resolutions.

The resolutions also indorsed the following:

The principles of the farm bureau organizations, pledging co-operation in their work.

The enactment of a law for a general land exchange measure within the national forests of the state.

The action of the association's special committee in asking liberal support for state educational institutions, especially the Washington State College at Pullman.

A series of investigations and experiments by the Washington State College in co-operation with other agricultural colleges to solve ques-

tions pertinent to the sheep growers' industry.

The establishment and enforcement of rules for sheepherders and packers, in co-operation with forestry officials.

An agreement for a maximum wage for employees of \$75 a month.

The "Truth in Fabric" Bill.

The plan to kill lambs in the West to be shipped to Eastern packers as "chilled lamb" in the interest of saving for the growers.

The Fordney Emergency Tariff Bill.

Frequent holding of state agricultural and live stock expositions.

Increased appropriation for the destruction of predatory animals.

The passage of a resolution also authorized the association's advisory board to "make a tentative appraisal of grazing lands" and to "place a maximum rental to be paid for the use of such lands."

R. A. Balch of Spokane, for the Railroad Committee, reported that following a conference with the railroad officials present, some reduction in rates to and from summer grazing areas had been pledged; that one car for horses and equipment will be allotted for each five cars of sheep transported; that an increase in attendants will be granted to and from the ranges; that an extension of three to ten days will be granted by the roads at Eastern market points, and that instead of old dry hay, the railroads will furnish fresh alfalfa at the feeding points enroute.

A flat rate of 10 cents will be submitted to the shearing association.

Thomas J. Drumheller of Walla Walla, was re-elected president and J. F. Sears of Prosser, Washington, was named as secretary. The 1922 convention will be held at Yakima.

### CENTRAL CALIFORNIA WOOL GROWERS MEETING

The Central California Wool Growers Association reorganized during last November at Stockton, California, to include not only the sheepmen of Livermore but also of Stockton and the surrounding district. While most of the time was taken up in matters of organization, strong appeals were sent to the California members of

Congress—for Federal aid in the protection of the sheep industry against foreign imports of sheep and wool. Sheep herders' wages were fixed at \$70 a month and shearing rates, at ten cents a head for "blade" work and 13 cents a head for machine work. The association will also undertake an "Eat More Lamb" campaign.

### ARIZONA GOAT RAISERS ASSOCIATION

At their recent convention, the Arizona Goat Raisers Association adopted the following resolutions:

That the Tariff Commission, and the United States Congress be petitioned and urged to fix the tariff on raw mohair at 25 cents per pound, and a proportionate tariff on manufactured mohair.

That the Arizona Goat Raisers' Association approve the proposed French-Capper Truth in Fabrics Bill and recommend that it be amended so as to include the compulsory stamping or marking by the manufacturers of mohair goods, of the per cent of mohair contained in each fabric or article.

That the Arizona Goat Raisers' Association pledge to the National Wool Growers' Association our support and co-operation in all things that are calculated to promote our mutual interests.

### SOUTH DAKOTA SHEEP AND WOOL GROWERS ASSOCIATION

The annual meeting of the South Dakota Sheep and Wool Growers Association will be held at Huron, February 24th, beginning at 10 a. m.

#### Program

1. Report of past year's business.
2. Adoption of constitution under present articles of incorporation.
3. Election of officers.
4. Policy in regard to selling of wool. C. J. Fawcett, American Farm Bureau, wool director in markets.
5. Next year's business and new lines of work with National Farm Bureau policy.

J. C. Holmes, Secretary.  
Brookings, South Dakota.

# NATIONAL WOOL GROWER

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## CLOTHING PRICES AND THE 1921 WOOL TRADE

The wool market's sudden collapse of May 20th was for a long time a mystery. Even before other commodities initiated their return trip on the spiral course of war and boom prices, it was evident that the public was on a strike against textile prices and woollens in particular.

Hindsight is always clearer than foresight. The cause of past events, if understood as to principles involved and laid to heart, is the best foresight when a time of crisis returns. The public went on strike or boycotted textiles for two reasons: First, price increases had been most extreme; and second, clothing was the thing that could be boycotted with the least distress.

The overalls campaign was a fiasco. The real remedy was at work when the overall manufacturers reaped their harvest and as was then suggested, the "wear old clothes" plan was the one to get results. The public was already doing that and what is now needed to permit normal course of business in wool and woollen clothing is to have the strike called off. This will happen when consumers feel confident that they can buy at fair prices.

In some cases, retailers have brought their prices into line with values at which their stocks could be replaced on the lowered wholesale market. In so doing they may be taking some

## THE NATIONAL WOOL GROWER

loss but they are clearing their stores for a business of normal volume, which can only be secured on readjusted prices. Whatever cloth manufacturers did in profit taking before the summer of 1920, their goods are now going to jobbers at prices in line with the wool market and the wage rates, which latter are far from pre-war rates. Many jobbers are holding out to avoid having to charge a present loss against accumulated profits. Some of them are gone. More, but not all of them can be spared. The practice of retailers varies with parts of the country, with cities and with different stores in the same city. The clothing manufacturers have opened spring lines at considerably lower prices. No retailer can excuse himself for holding light weight goods at old prices.

It is doubtful if the public will be in a mood to buy all that is needed or could be paid for this spring. It should do so next fall. The mills will soon start work on fall and winter weights. Their appraisal of the demand at that time will be reflected in their spring buying of wool. With a reasonably active outlet and a check on imports, the wool market should work back to a normal condition. Runaway prices are not to be expected, nor desired. At the same time crowding the market should be avoided. There is need for all the wool in sight and means of financing its distribution gradually are working out.

Handling the 1921 clip will call for strong and united efforts of the growers and bankers. Financial support will fall on Western banks plentifully supplied with overdue paper. Co-operative support by Western banks, for the wool clip, will establish confidence in the minds of Eastern financiers whose aid may be needed.

The growers will need to support each other and carry out arrangements for holding, warehousing or shipping, as may be worked out with the bankers. The silver lining of the cloud surely exists. It can be brought to earth and made a tangible and permanent good.

February, 1921

## THE EMERGENCY TARIFF BILL

At the time the January number of the Wool Grower was issued prospects were good for the early passage of the Fordney Emergency Tariff Bill. After the bill had passed the lower house and been referred by the Senate to its Finance Committee, Senator Penrose announced his intention of returning to Washington to resume his place as chairman of the above committee and to oppose the bill. So far as is known his opposition was based solely upon objection to any tariff action prior to the framing of a general bill by the new Congress. President Hagenbarth appeared before the Senate committee, Senator Penrose being in the chair, on January 6th, and before his explanation of the dire need of immediate action was finished the chairman announced his decision to support the bill.

The delay was unfavorable. Senator McCumber, who presides over the committee in the absence of the Senator from Pennsylvania, wanted the duty on wheat increased. Other interests, seeing that there really was a chance for action, clamored to have the bill broadened, despite the fact that their products faced no such calamity as did wool and a few other articles whose representatives were moved by the extreme danger of their condition and forced consideration from a Congress which at the outset had no idea of levying any duties.

On January 25th the amended bill was reported to the Senate. The time remaining for its consideration on that day was occupied by Senator Harrison from Mississippi as the leader of the threatened Democratic filibuster.

On February 2nd a vote was taken as to closing the debate but failed. It is considered that there is still strong probability it will pass the Senate this month.

## HEARINGS BEFORE THE WAYS AND MEANS COMMITTEE

The Ways and Means Committee of the House is at the present time holding hearings to obtain information



upon which the tariff bill to be enacted by the new Congress will be based. On February first, officials of the National Wool Growers Association appeared before that body to state the wool growers' case. They were received with courtesy and their statement of facts was accepted by the committee. President Hagenbarth was allowed over an hour to present the cost of wool production in the United States and in Australia. On a basis of 1920 costs, the difference should be 53 cents on the scoured content. However, anticipating a reduction in the cost of producing wool, it was estimated that 44 cents upon a clean basis will be the minimum difference between the cost of wool production in the United States and in Australia. Supporting the statements made by Mr. Hagenbarth, a brief prepared by Secretary F. R. Marshall was submitted to the committee.

The hearings on the tariff on meats will begin February 11.

### PACKER LEGISLATION

The Gronna bill, providing for regulation of the meat packing industry, received a favorable vote of 46 to 33 in the United States Senate on January 24th. The bill in its present form is founded upon the former Kenyon-Kendrick bill. It makes law of most of the terms of the Palmer decree and in addition provides for a commission of three to be appointed by the President "to administer and enforce the provisions of the act and such rules and regulations as may be issued."

This action comes at the close of several years of agitation during which the general attitude of live stock raisers has undergone considerable change. It is unlikely that the Gronna bill will become law in its present form. The Agricultural Committee of the House held exhaustive hearings last year and it is understood that a separate bill will be framed in the lower branch of Congress.

### RESIGNATION OF ASSISTANT SECRETARY

Mr. L. L. Heller, who, as assistant secretary of the National Wool Growers Association for the past two years, has been in charge of the "Eat More Lamb" campaign, severed his connection with the association the first of this year. While Mr. Heller will engage in business in Chicago, we are pleased to advise our readers that he will still contribute to the Wool Grower.

### R. B. MILLIN WITH MONTANA ASSOCIATION

R. B. Millin, during the past year extension worker in sheep husbandry in Idaho, has been appointed to a similar position in the Montana Agricultural College and with Professor C. N. Arnett will also be associated with the work of the Montana Wool Growers Association.

## What the Association Is Doing

### THE "EAT MORE LAMB" CAMPAIGN

We publish here a statement of the funds collected and amounts disbursed during the past two years in carrying on our "Eat More Lamb" campaign. At a meeting of the executive committee of the National Wool Growers Association, held during the recent convention, it was agreed that no further undertaking along this line should be attempted at present. The matter was left in the hands of the president and secretary to take such action as they see fit, with the instruction that the association be represented at the conference to be held at Chicago on February 11th in connection with the "Eat More Meat" campaign, which was instituted at Chicago in December. This conference is called under the direction of the committee selected at that time, whose names are as follows: W. J. Carmichael, chairman; Thomas E. Wilson, J. R.

Howard, E. C. Brown, Edward Morris, F. Edson White, John M. Evvard, L. C. Resse, S. B. Stafford, Frank D. Tomson and C. B. Heinemann.

### EXTENSION GRANTED FOR PAYMENT OF GRAZING FEES

The Secretary of Agriculture, issued an order on January 28, waiving the requirement that grazing fees on Forest Reserves shall be paid this spring thirty days in advance of driving stock into the reserves, and extending the time for payment to August 1, where an extension is desired, the permittees to pay interest at 1 per cent per month for each month of deferred payment.

### STATEMENT "EAT MORE LAMB" CAMPAIGN, YEARS 1919-1920

<b>RECEIVED:</b>	
Year 1919 .....	\$5,746.12
Year 1920, including \$1,086.75 of 1919 assessment .....	3,758.47
Total received .....	\$ 9,504.59
<b>DISBURSED: Year 1919:</b>	
Salary, Asst. Secy.....	\$2,757.50
Bulletin .....	4,500.00
Miscellaneous .....	2,612.95
Total for 1919 .....	9,270.45
<b>Year 1920:</b>	
Salary Asst. Secy.....	\$2,800.00
Miscellaneous .....	466.84
Total for 1920 .....	3,266.84
Total expended .....	\$12,537.29
Expenditures over receipts .....	\$ 3,032.70
Lamb assessment for the year 1920 paid by 243 individuals and firms.	

### COMPLAINT AGAINST INCREASED RAILROAD RATES AND CHARGES FILED

On January 4, 1921, The National Live Stock Shippers League, The American National Live Stock Association, The National Wool Growers

Association, The Cattle Raisers Association of Texas, The Corn Belt Meat Producers Association of Iowa, The Kansas Live Stock Association, and others, by their attorneys, filed with the Interstate Commerce Commission a complaint against The Atchison, Topeka and Santa Fe Railway Company, and others, on the advanced rates and charges on live stock for the Western District, including Chicago, made effective August, 1920

### COMMISSION HOUSE CHARGES

The convention committee on stock yards and markets consisted of the following individuals:

C. H. Williams, Montana, chairman.  
W. N. McGill, Nevada.  
Henry Moss, Utah.  
Prager Miller, New Mexico.  
J. B. Wilson, Wyoming  
A. E. Kimball, Nevada  
Andrew Little, Idaho.

The committee held conferences with the representatives of stock yards and commission houses in attendance. Their recommendations appear as part of the report of the committee on resolutions.

The commission house representatives who were present expressed an intention of presenting the matter of selling charges to the officers of the exchanges at the various markets.

The prosecution of the matter for the association will be continued by the following committee, which was appointed in compliance with the resolution:

A. E. Kimball, Elko, Nevada, chairman.  
Dan Mackay, Cokeville, Wyoming.  
J. B. Wilson, McKinley, Wyoming.

### Legislative Committee in Washington

At the convention the following men were appointed to act on the committee on legislative matters:

S. W. McClure, Idaho, chairman.  
F. A. Ellenwood, California.  
E. F. Benson, Washington.  
H. G. Thurmond, Texas.  
Prager Miller, New Mexico.  
J. M. Wilson, Wyoming.

W. C. Coffey, Illinois.

J. F. Walker, Ohio.

C. J. Fawcett, Illinois.

Members of this committee were called to Washington by President Hagenbarth for the first of February to attend the hearings in connection with the framing of the permanent tariff bill to be introduced at the called session of the new Congress.

### VICE PRESIDENTS AND EXECUTIVE COMMITTEE OF THE NATIONAL WOOL GROWERS ASSOCIATION FOR 1921

In giving the report of the convention which appears on the first pages of this issue, we neglected to announce that Professor W. C. Coffey of Ur-

bana, Illinois, was re-elected Eastern vice-president and Mr. F. A. Ellenwood of Red Bluff, California, and Mr. Hugh E. Campbell of Flagstaff, Arizona, were elected Western vice-presidents of the association.

The Executive Committee for the year 1921 is composed of the following men:

Utah—W. D. Candland.  
Montana—E. O. Selway.  
Nevada—W. N. McGill  
Idaho—F. W. Gooding.  
Oregon—Jay Dobbin.  
California—F. A. Ellenwood.  
Wyoming—Roscoe Wood.  
Arizona—H. E. Campbell.  
New Mexico—Prager Miller.  
Colorado—F. H. Means.  
Washington—F. M. Rothrock.  
South Dakota—F. R. Cock.  
Nebraska—Robert Taylor.

## Wool Market Improves Slowly

By Henry A. Kidder

Boston—Local developments during January have been mildly favorable as a rule. Beyond causing a temporary cessation of the efforts to purchase wool abroad, especially in the more distant markets, the effect of the current tariff agitation may be dismissed from consideration. Wool growers have found that the main difficulty is the lack of demand. Neither cuts in prices nor threats of an early advance have served to alarm buyers. The speculative buying by several big mills noted in December has not been repeated.

Instead, a moderate consumptive demand has been developed. Both large and small concerns have been buying, though possibly the most encouraging symptom has been the way that the latter have been getting to work. They have frequently been in the market, and though their purchases have at no time been large, they have been steady. This is particularly true of the smaller woolen mills. They are reported to have been getting some duplicate orders for goods, and have been forced to come into the market for supplies. Confirmation of previous reports that they were carrying small

stocks of wool was found in this fact.

Nor has the buying of wool been confined to the smaller concerns by any means. After long absention from the market, the American Woolen Company has come in again, and has bought with considerable freedom. In its purchases have been good lines of fine and fine-medium Territories, including inferior and average wools, as well as the better grades. Other big mills have also been busy, though the refusal of some of the largest holders of Territory wool to sell at the market has held up business to a considerable extent.

Latest developments are that some of the larger aggregations of consigned wool, hitherto held off the market, are being opened, and small sales have already been made. Wool men regard this as one of the most encouraging features of the month's trading. If the holders and the buyers will only get together, they say, there will be less difficulty in bringing about an early rehabilitation of the market. Hence they hail the beginning of a break as pointing the way to increased activity.

(Continued on page 32.)

## January Sheep Market Review

### THE CHICAGO MARKET

A deluge of sheep and lambs at Chicago, Buffalo and other Eastern markets during January exerted a paralyzing influence on values, which slumped to the lowest levels since 1914. Ten markets received close to a million sheep and lambs during the month, or 150,000 more than in January, 1920. Whence they came puzzled the trade, which, at the end of December, had been confident of a light run, but results show that Iowa, Illinois and other cornbelt states had more stuff in concealment than was generally supposed, and that in the case of Chicago and Buffalo territory liquidation of natives was far from completed last year.

Chicago's January run was about 400,000 against 290,000 last year and as Eastern shippers took few, packers were under the necessity of effecting a clearance. Whenever Buffalo was light and shippers bought a carload or so, the market picked up, but most of the time Buffalo was congested and below a shipping parity with Chicago, the unusual spectacle being witnessed of markets east of Chicago, notably Detroit, securing relief by unloading on the big market. Not until late in the month did Colorado offerings exert an adverse influence at Chicago or elsewhere. The Denver market was light all through January, receipts there being considerably less than last year and all Missouri River markets fell down in the matter of supply, but the gain of over 100,000 at Chicago, with corresponding increase at Eastern markets played havoc with the market. Fluctuations were wide and sudden, due to the practice of loading on bulges and holding back on breaks.

At the inception of February congestion was in evidence everywhere, a huge stale stock having accumulated at Chicago, and the prospect lacked promise in view of the fact that the Colorado tide, dammed up during January was running over the spillway. As banks were insistent on payment of loans and feeders were anxious to clean up, with a view to determining actual

and inevitable loss, arresting the tide was considered impossible, the only hope of stability being subsidence of the heavy run of natives. At the beginning of February, \$10.50 took choice lambs, \$8.75 was the stopping point on yearlings, \$5.75 bought fat wethers and ewes above \$5.00 were rare. Few lambs sold above \$11.00 during the month, acres of heavy lambs cashed at \$9@10 and the showing of fat ewes at \$4.50@4.75 was formidable. The condition of the market February 1st is indicated below by tops and bulk:

#### Lambs

	Bulk	Top
1921 .....	\$ 9.00@10.50	\$10.75
1920 .....	20.25@21.50	21.65
1919 .....	15.75@16.65	16.85
1918 .....	16.90@17.70	17.85
1917 .....	13.85@14.40	14.65
1916 .....	10.25@11.00	11.25

#### Sheep

	Bulk	Top
1921 .....	\$ 4.25@ 5.50	\$ 5.75
1920 .....	12.00@15.50	17.75
1919 .....	9.25@11.25	12.00
1918 .....	12.00@13.50	13.70
1917 .....	10.25@11.50	11.75
1916 .....	7.25@ 8.00	8.25

The January top on lambs was \$12.50, paid during the first week. It was the lowest since 1916 when the limit was \$11.15, but before the end of the month \$11 was not quotable; few sheep sold above \$6, or yearlings above \$9, and while \$6 was occasionally quoted on choice light ewes, \$5.50 stopped nearly everything.

Weight was severely penalized from the outset, resulting in wide spreads. At one time the gap between 80 and 100-pound lambs of the same quality was about \$2 per hundredweight. This was attributable to several factors, not the least of which was a demoralized wool and pelt market, putting the trade on a meat basis, as once acquired, packers were under the necessity of holding both wool and pelts at speculative values.

#### The First Week

Most of the commission house "dope" sent out during the month proved to be false prophecy as every-

body expected a light run, Chicago receipts exceeding estimates by 100,000. At the outset conditions were promising, \$12.50 being paid for choice light lambs during the first week on a 50@75 cent advance. Supply was light, Eastern markets were buoyant and worst-is-over talk was the rule. Mature muttons followed lambs, yearlings getting more advance than either, as 100-pound yearlings passed \$9, the handyweight class reached \$10.25 and heavy yearlings sold freely at \$8@8.50. Bulk of lambs sold at \$11.25@12.25, feeders going out at \$10@10.25. Wethers sold at \$6@6.50, handyweight ewes at \$5.50@5.75, and heavy ewes at \$4.75@5.

#### The Second Week

The good market of the previous week literally gorged Eastern stockyards. On Monday of the second week Buffalo received 24,000 and Chicago 40,000, resulting in a crash that sent 100-pound Colorado lambs down to \$9. Heavy sheep were hit hard, selling at \$5, while handyweights were quotable at \$6.50. Buyers had orders to let weight alone, obeying explicitly. The week's top on lambs was \$12.10, but even light stuff broke 50@75 cents before the close, lambs weighing 90 pounds and up suffering to the extent of \$1@1.50. Colorado lambs with good quality, averaging 95 pounds, dropped to \$10, the 105-pound class being sold with difficulty at \$9. It became evident that the bulk of the Colorado stuff carried excessive weight, the effect being a premium on underweights. Towards the end of the week a bargain sale of fat ewes attracted Eastern buyers, advancing prices 50@75 cents, the handyweight class going to \$6.50 and the bulk selling at \$5@5.75. Yearling wethers, which scored at \$10.50 early in the week, suffered even more than lambs. No aged wethers passed \$6.75, the bulk going at \$6@6.50. Despite the break in fat lambs feeders marked prices up 25 to 50 cents, a thin stock paying up to \$10.50, with the bulk at \$9.50@10.25. Culls and common ewes were a drug at \$2@3.50 and there was



no reliable outlet for breeding stock, thousands of pregnant ewes, dumped by farmers, going to the shambles.

### The Third Week

The third week's supply was somewhat lighter, but the slump continued. Fat handyweight lambs broke 75 cents per hundredweight; heavy lambs which were punished severely the previous week, showing little decline. The ten-market run, 260,000, was 35,000 less than the previous week, but 45,000 heavier than a year ago. The limit on choice handyweight lambs was \$11.25, but \$11 stopped practically everything, bulk of the Colorado stuff, weighing 90 to 104 pounds, selling at \$9@10, the rule being that the more weight the lower the price. Handyweight, matured wethers sold up to \$6.50, but \$5.65@6 bought practically all the weighty stock. Handyweight ewes were quotable at \$6, bulk selling at \$5.50 to \$5.75, with most of the heavy native ewes at \$4@4.50. No yearling wethers passed \$9.25, the heavy end of that contribution selling at \$7.75 to 8.50. Continued depreciation in fat stock frightened country buyers, resulting in a sharp decline in feeders, lambs taken out at \$10@10.40 early in the week, dropping to \$9@9.50.

### The Fourth Week

The last week of the month developed almost total paralysis. Early that week a false hope was generated by a 50-cent advance, which carried choice light lambs to \$11.40, but the miniature boom was short-lived, the end of the week registering net declines of 25@50 cents on handyweight lambs, 50@75 cents on heavy lambs, 50 cents to \$1 on yearlings and matured sheep and 25 cents on feeder grades. On Wednesday \$11.40 was paid for choice light lambs; the following day Chicago was called on to masticate 30,000, Buffalo was full and the slim market fabric went down in a crash. At the high spot \$11.25 was paid for Colorado lambs, the bulk selling at \$10@11. The following day not a single deck of Colorados went over the scales; the next session the 80@97-pound delegation was cleaned up at \$9.25. On this break choice light lambs

dropped to \$10.50, a decline of \$2 for the month, heavy lambs showing as much as \$3 depreciation. Yearlings reached \$9.50 on the high spot, but sold off to \$8.75, \$7.75 taking a good class later in the week, with the 115@120-pound grade at \$6.25. Good wethers dropped to a \$5.50@5.75 basis and ewes practically stopped at \$5, thousands of heavy ewes going to killers at \$3.50 @4.25.

This in brief is the history of the January sheep and lamb market. Everything was against the selling side of the trade with the exception of a few brief intervals from first to last. The heavy stock of frozen meat for which no precedent exists, mild weather, lack of an outlet for skins and wool and a run at Chicago and Eastern markets fully 25 per cent in excess of expectancy were among the depressing influences. Cheap pork was also a handicap to the sale of lamb, the public going to 20-cent pork loins greedily to the exclusion of other foods. What happened to weighty stock was merely a herald of the punishment to be administered holders of that kind of sheep and lambs the rest of the season. J. E. POOLE.

### THE KANSAS CITY MARKET DURING JANUARY

The January trade in fat sheep and lambs developed some strong spots, though closing quotations on fat sheep were about net unchanged, and lambs were 50 to 75 cents lower. The middle of the month lambs sold up to \$11.50, ewes up to \$5.50, wethers \$6.75, and yearlings \$9.50. On the close, fat lambs were quoted at \$9.50 to \$10.25, ewes \$4.25 to \$5.00, wethers \$5.00 to \$6.00, and yearlings \$8.00 to \$8.50. The month throughout was marked by 50 cent to \$1.00 fluctuations. The movement was unevenly distributed and there was a tendency to rush shipments on a slight upturn in the market. Fat lambs showed the highest average weight in a good many years past. Many bunches averaged 90 to 96 pounds and 100 pound weights were not uncommon.

January receipts in Kansas City

were 164,500, and the largest in any January since 1917. Compared with the first month of 1920 they were 26,000 larger. January receipts beginning 1900 were as follows:

1900.....	63,904	1911.....	180,814
1901.....	59,058	1912.....	201,907
1902.....	52,459	1913.....	158,177
1903.....	68,957	1914.....	160,530
1904.....	82,432	1915.....	141,450
1905.....	107,398	1916.....	166,939
1906.....	168,233	1917.....	174,466
1907.....	145,595	1918.....	148,400
1908.....	139,332	1919.....	108,148
1909.....	123,638	1920.....	138,186
1910.....	156,050	1921.....	164,500

C. M. P.

### THE OMAHA MARKET

Following a temporary advance in fat lambs during the first few days of January, the market became dull and uncertain, with a lower tendency, and is closing even lower than on New Year's day. The receipts for the month have been moderate at this point, amounting to 187,821 head, and the poor condition of trade during the past two or three weeks is attributed to slack demand for mutton, low quotations on wool and further imports of foreign mutton. January runs of recent years have frequently exceeded 200,000 head, which effectually discredits any argument that current market supplies are of a price-breaking character.

Compared with a month ago fat lambs show a loss of from \$1.25 to \$2, with light and handy corn-feds showing the least decline and with big heavy weights getting the poorest treatment. Weights of 95 to 100 pounds or better are very unpopular with packers and lambs of this type are quoted about 2 cents a pound under best grades. Good lambs are now selling around \$9.25, with heavies down to \$7.50 and less.

The trade in sheep has been of rather small volume and has been confined mostly to ewes. Prices show no material change for the month, although trade has been subject to small advances and declines. The best ewes coming are moving around \$4.50 with

heavy weights at and under \$4. Aged wethers are worth about \$1 more than ewes.

Seasonable dullness has been a feature of the feeder trade so far this year. A few warmed-up and Western range lambs are included in the receipts but the demand is very narrow and trend to prices lower, in sympathy with the downward course of killers. Good feeding lambs have dropped to \$8.25, although the same class of lambs went out a month ago at \$9.50. Feeder ewes are slow sale around \$2.75@3.00. The January output of feeding sheep and lambs this year was limited to 8,377 head.

Current quotations on the different classes of stock are about as follows:

Best fat lambs.....	\$9.00@9.25
Medium to good lambs.....	8.25@8.75
Plain and heavy lambs.....	7.50@8.00
Yearlings .....	7.00@7.75
Aged wethers .....	4.75@5.50
Good to choice ewes.....	4.25@4.50
Fair to good ewes .....	3.75@4.25
Cull and canner ewes.....	1.50@3.00
Feeding lambs .....	7.50@8.50
Feeding ewes .....	2.75@3.25

#### 1921 SHEARING RATES BEFORE THE CONVENTION

On the opening day of the convention, President Hagenbarth appointed a committee on shearing and labor, to prepare a report for the convention. On Tuesday afternoon the following majority report of that committee was submitted:

"We, a majority of your committee on shearing and labor, beg leave to report as follows:

"We believe that to be fair and equitable the maximum price for shearing for the season of 1921 be 10 cents per head and board, and 11½ cents per head, shearer to pay board.

"We urge our members to reduce herders' and camptenders' wages to a pre-war basis as quickly as possible. (Signed):

Hugh E. Campbell, Chairman  
E. F. Benson,  
J. E. Morse,  
Frank H. Means,  
Andrew Little, Committee."

At the same time the minority presented the following report:

"We, the undersigned members of your committee on shearing and labor, beg leave to submit a minority report as follows:

"Inasmuch as there is no market for wool at the present time, we believe it inadvisable to set a price of shearing at this time. In case a price is fixed at this time, we believe that a price of nine cents, shearer to pay his board, is all that wool growers can afford to pay.

"We concur in the majority report on wages of herders and camptenders. (Signed):

W. A. Crane,  
J. B. Wilson."

Mr. McLennan, president of the Shearers' Union, was given the privilege of the floor to present the position of the organized shearers. He stated that at present shearers at stock yards and packing house plants in Illinois and at Western points were being paid 15 cents per head, a reduction of 2½ cents from the rate that prevailed last year. The continued high expenses incurred by the shearers for railway travel and for hotel accommodations during periods of unavoidable idleness were also presented as well as the union's effort to encourage better shearing and consequent economy to sheep owners through the avoidance of "second cuts," which always result in a lowered value of the clip.

After some discussion it was voted to table both the reports and leave the matter without endorsement for decision by localities as the shearing season advanced.

On Wednesday afternoon a further discussion of the question came up upon the presentation, by Mr. George Austin of Utah, of the following resolution, which was finally agreed to:

"It is the sense of this convention that 9 cents per head for shearing and a charge of \$1 per day for board is fair compensation for shearing under present conditions, but inasmuch as conditions vary in different states and localities, we feel that said localities and states are best equipped to name their own rates."

#### LIST OF CONTRIBUTORS

(Continued from page 20.)

Navajo Indian Reservation, Oraibi, Arizona .....	100.00
Fred Gooding, Shoshone, Ida.	100.00
Saguache County Wool Growers Assn., Saguache, Colo. ....	100.00
E. J. Jeremy, Salt Lake, Utah	100.00
Uinta Forest Grazers Association, Salt Lake, Utah .....	100.00
Culp Bros. Sheep Co., Salt Lake, Utah .....	100.00
Hylton & Clayton, Elko, Nev.	100.00
Oneida County Wool Growers Assn., Malad, Idaho .....	100.00
M. K. Parsons & Co., Salt Lake, Utah .....	100.00
Bank of Southern Utah, Cedar City, Utah .....	100.00
Hatch Bros., Woods Cross, Utah .....	100.00
Crane Bros., Herriman, Utah	100.00
First National Bank, Dillon, Mont. ....	100.00
John Van Deusen, Emmett, Idaho .....	100.00
J. E. Clinton, Boise, Idaho.....	100.00
First National Bank, Boise, Idaho .....	100.00
C. F. Wiggs, of Chicago Flexible Shaft Co., Salt Lake, Utah .....	100.00
A. J. Cunningham, Casper, Wyoming .....	100.00
Jesse Whitmore, Valley, Nebr.	100.00
Chipman & Grant, American Fork, Utah .....	50.00
Bruneau Sheep Co., Mountain Home, Idaho .....	50.00
Hinie Klecker Sheep Com. Co., Kansas City, Mo. ....	50.00
Q. G. Crawford, Salt Lake, Utah .....	50.00
F. A. Starkweather, Blackfoot, Idaho .....	50.00
George Austin, Salt Lake, Utah .....	50.00
W. D. Candland, Mt. Pleasant, Utah .....	50.00
W. C. Snow, Salt Lake, Utah	50.00
Seely Bros., Castledale, Utah	50.00
Chas. Lundgren, Cedar City, Utah .....	50.00
A. Lundell, Cedar City, Utah	50.00
J. L. Sevey, Salt Lake, Utah	50.00
H. Haynes, Salt Lake, Utah.....	50.00
Oscar Larsen, Cedar City, Utah .....	50.00
John Curran, Hagerman, Ida.	50.00
F. S. Jensen, Mt. Pleasant, Utah .....	50.00
J. K. Madsen, Mt. Pleasant, Utah .....	50.00
S. W. McClure, Nampa, Idaho	50.00
M. S. Marriott, Ogden, Utah	50.00
Mannix & Wilson, Gold Creek, Mont. ....	50.00

MacMillan Sheep Co. (Hugh Sproat), Boise, Idaho .....	50.00
Leonard Cox, Shelley, Idaho.....	50.00
Morgan & Barkley, Blackfoot, Idaho .....	50.00
Schmalz Bros., Ogden, Utah.....	50.00
Bettis Sheep Co., Boise, Idaho .....	50.00
David Smith, Salt Lake, Utah.....	50.00
R. G. Price, Gannett, Idaho.....	50.00
T. H. Cook, Fountain Green, Utah .....	25.00
J. L. Fackrell, Woods Cross, Utah .....	25.00
F. W., Thos. & G. A. Frazier, Woodruff, Utah .....	25.00
Hyrum Nebeker, Laketown, Utah .....	25.00
Geo. Carson, Salem, Utah.....	25.00
S. O. Nielson, Fairview, Utah .....	25.00
Jens P. Peterson, Scipio, Utah .....	25.00
J. W. Burton, Kaysville, Utah .....	25.00
R. L. Madsen, Mt. Pleasant, Utah .....	25.00
Walter Steadman, Sandy, Ut. .....	25.00
A. C. Madsen, Mt. Pleasant, Utah .....	25.00
F. C. Campbell, Great Falls, Mont. ....	25.00
P. E. Anderson, Provo, Utah .....	25.00
Hyrum Gates, Salina, Utah.....	25.00
H. B. Black Sheep Com. Co., St. Joseph, Mo. ....	25.00
Wm. Whitbeck, Vernal, Utah .....	25.00
Thos. Coddington, American Fork, Utah .....	25.00
John Giraud, Price, Utah .....	25.00
Heber Anderson, Salt Lake, Utah .....	25.00
S. Broadbent, Heber City, Utah .....	25.00
W. S. Hansen, Collinston, Utah .....	25.00
B. F. Fitzgerald, Draper, Utah .....	25.00
J. H. Lesurtaud .....	25.00

#### FEDERAL WOOL WAREHOUSE LICENSE NO. 1

In your issue for the month of January, 1921, you published an article entitled, "Progress of Ohio Association," in which the following statement is made:

"The new warehouse was the first of its kind to receive a license as a bonded warehouse under the approval of the Department of Agriculture."

An inquiry directed to the Bureau of Markets of the United States Department of Agriculture at Washington, D. C., will disclose the fact that licenses numbers 1, 2, 3 and 4 under the United States Warehouse Act were granted during the month of August,

1920, to The Holliday Wool Storage Company, Chicago, Ill., a subsidiary of the National Wool Warehouse & Storage Company.

M. STAFF,  
General Manager,  
The Holliday Wool Storage Co.

#### WOOL MARKET IMPROVES SLIGHTLY

(Continued from page 28.)

Another encouraging feature from the market standpoint is the possibility that the Ohio and Michigan pools will be obliged to relax their grip on the pooled wools. Just how much of the supposed change of heart, not only in the pooled fleece wools, but also in Territory wools, is due to the pressure of the banks for the liquidation of wool accounts can not be definitely stated. Ohio banks are said to be urging the wool men to sell their holdings and take up their loans. Probably this is also true in other sections. It may not be strictly true to say that the banks own the wool business, but it comes mighty close to it, and it would not be strange if they should become restive under the burden they are carrying.

As far as prices are concerned, little change has been made in recent weeks. Great reticence has been shown as to what has been done, and in most cases details of sales, prices, etc., are refused to the inquiring news gatherer. Territory fine and fine-medium wools have sold at prices ranging from 65 to 80 cents clean, prices varying according to whether the particular lot was strictly clothing grade, was of the French combing order, or whether it had a substantial edge of staple in. Owing to the deficiency of staple in the 1920 Territory clip, the tendency has been to sell the wools in the original bags, leaving in the small percentage of staple content. Some houses have graded out the stubby wool, rather than the staple.

As a result of the unusual procedure, choice graded fine staple Territory wool has been very scarce, and a straight choice fine and fine-medium clothing grade none too plentiful. For

the former, the current quotation has been 90 to 95 cents clean, small lots having sold at the higher figure. Fine and fine-medium, with some staple in, have brought up to 80 cents clean for Montana, Wyoming and similar wools. Seventy to 75 cents has been about the going prices for Utah, Colorado and similar, while inferior wools have sold down to 65 cents clean, and even lower for poor lots. In all cases, the price depends in large measure on quality, condition, and whether the staple has been left in.

For the half-blood and three-eighths-blood grades in Territory wool, the demand during the month has been quiet. Quarter-bloods, however, have moved more freely, and have shared with the fine grades the attention of active buyers. January has seen an increased demand from the spinners of knitting yarns, from the hosiery and underwear manufacturers, and latterly from the manufacturers of bathing suits. These have created quite a run on the quarter-blood grade, and have strengthened the market for that grade to some extent. Territory half-blood staple is quoted at 75 to 80 cents, three-eighths-blood staple at 55 cents, with some asking 60 cents, and quarter-blood staple at 42 to 45 cents, all being estimated clean cost.

Conditions in the fleece wool trade are even more unsatisfactory than for Territory wools. Though the annual stock-taking of the Boston Wool Trade Association showed approximately 2,642,000 pounds of fleeces unsold in Boston, that amount was so well distributed among the various houses that none seemed to have much. Therefore, it has been difficult to get together a representative showing, especially of Delaine. At the same time, the demand has been at a low ebb, and prices have continued to sag.

It is now believed that the bottom has been definitely reached, and that further changes ought to be in an upward direction. Current quotations for Ohio fleeces, in the grease, are 43 to 45 cents for fine unwashed Delaine, 33 to 35 cents for fine unwashed clothing, 33 to 35 cents for half-blood combing, 30 cents for three-eighths-blood



combing and 26 to 28 cents for quarter-blood combing.

Scoured and pulled wools have been selling to the woolen mills pretty steadily, though at low prices. Pulled "B" super wools have been in especially good demand, and prices have been advanced a peg to 40 to 45 cents for best clean lots.

### AUSTRALIAN SHEEP PRICES

Dalgety's Review of December 3, 1920, gives the following quotations on sales of sheep and lambs:

Shorn cross-bred wethers.....	\$5.00@ 8.50
Shorn cross-bred ewes .....	5.00@ 8.00
Wooled Merinos .....	6.70@10.50
Wooled Merinos ewes.....	5.25@ 8.75
Woolly lambs and suckers .....	5.25@ 7.25
Extra prime lambs .....	8.00

### SHEEPMEN ON THE NATIONAL FORESTS

(Continued from page 22.)

are more interested in their stock and the use of the range, give their stock far closer supervision than do the little men, obey our regulations much more willingly, and in every way make what may be considered ideal users of National Forest range. Nevertheless, we cannot accept this side of the controversy for its full face value, because it is our duty to do our full share in making the forest ranges useful to the stockmen of every class, insofar as it can be done along sane, economical lines.

Every year on many of our forests we are now forced to turn down large numbers of new applicants because the available surplus is not sufficient to take care of them all. Naturally

the men who are denied permits under such conditions cannot see the justice of our action when they can point to many of their neighbors who are grazing far more stock than the number they have asked for. They are, of course, selfish in their attitude, and it is hard for them to appreciate our point of view in denying them permits. Nevertheless, there is a feeling among many of our field men and forest supervisors that there should be certain limitations to reductions in permitted numbers, in order to take care of new applicants, beyond which no regular permittee should be cut.

We all feel that there is a decided economic loss, looking at the matter from the broad point of view of the whole industry, in further and smaller subdivisions of grazing preferences; but at the same time it is an extremely

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difficult problem to work out when one considers the wide range which is covered by the National Forests and the needs of the local people. For instance, on some of the Utah forests, as I have stated, many men are content to run very small numbers of sheep, and a man with 250 is wealthy, whereas in the Northwest a man who has but one band of 1,200 sheep is considered only a small man. Such conditions, of course, make it absolutely impossible to adopt one rule covering all of the National Forests.

Further, there is the still more complex problem of what constitutes a small man. At what number can we draw the line between a man who is grazing say 5,000 sheep, and the man who wants to graze but 500? What rule or measurement will we apply so as to determine the exact point above which all men are sheep barons and below which they are poor settlers struggling to make an existence.

There is also another phase of this matter which is quite as vital in its bearing upon the determination, and that is the consideration of those sheep owners who are utilizing either in part or wholly the feed upon the public domain. We have a large number of sheep permittees on many of our forests who graze sheep on the forests during the summer months, and then go to the winter ranges on the public domain, supplementing the feed in severe winters through the purchase of hay or concentrated foods. Against these men we have an equally large number of permittees who provide feed for their sheep during the entire time they are off the National Forest ranges, caring for them upon their own private land and feeding the products of their farms to the sheep during the severe winter months. Which of these two classes can be considered as preferred users of the range? The one who is producing sufficient feed on his own land to winter his sheep is, of course, adding to the wealth of the country through the production of crops and the improvement of his land. On the other hand, the man who uses the public domain for his winter feed is utilizing a natural

product which, if not fed off by grazing animals would, in the natural course of events, become a dead loss and of no value to anyone. The man using the desert ranges cannot continue in business unless he has mountain feed for the summer; while, as a matter of fact, the stockman-farmer could exist and continue to raise sheep if he were compelled to hold them entirely upon his own land. Naturally, under such conditions he would be forced to run a smaller number, but he could still remain in the business. There are sound arguments on both sides, but so far we have been unable to arrive at any satisfactory basis for handling the two classes of applicants.

What we are doing at present is to adjust our permits in such a way as to give each side a fair, equitable share of the forest ranges; but this is not altogether a satisfactory solution of the problem, and it is one which I earnestly invite the attention of you gentlemen, and request that you assist us with your advice and counsel as to the proper position we should take in handling permittees of this class.

#### Alien Permittees.

When I addressed you a year ago you were advised that it was the Forester's intention to clean up the whole alien situation on all the National Forests without fear or favor, and at the earliest possible moment. With this idea in mind the Forester announced a policy for handling the permits heretofore held by aliens on National Forests, which was as follows:

No further applications from aliens will be considered where the applicant owns no improved ranch property and the range is applied for by citizens of the United States.

Class B aliens who own improved ranch property have had their permits reduced to the protective limits in all cases where the range is needed for citizens.

No new alien applicants can in the future secure a permit excepting under temporary conditions, and then it shall not become permanent even

after the customary three-year period has expired.

A reasonable time has been granted to all such aliens as may secure permits under the above restrictions which will give them a full opportunity to perfect their citizenship and thus become full citizens of the United States.

It is almost a certainty that within the next two years all aliens who have been granted a reasonable time to secure final citizenship papers will have done so and thus become full citizens. In this manner the whole question will automatically clear itself up, and alien permittees become a thing of the past within a reasonably short time.

#### Range Appraisal.

As a preliminary to any review of our grazing fees the Forester deems it necessary to make a full study of the forest ranges, as to their value for grazing purposes. With this information in hand he will then be able to decide on a basis for the grazing fees for the coming five-year period, beginning with the season of 1924. The Secretary of Agriculture has approved the Forester's request for this range appraisal study, and the work is now being initiated under men competent to handle the subject in all its aspects.

This range appraisal will take into consideration the ranges and their best use for a certain class of stock. It will analyze the ranges, classify them into groups on each forest, each group representing a certain definite value for grazing purposes, and establish the charge that should be made for that particular class of range. This means that the present system of charging a uniform fee for the use of every range unit on a particular forest will be done away with, and the man who secures a range well watered, the topography of which is fairly smooth and easily grazed over, which is within a reasonable distance of a shipping point, thereby obviating long drives with lambs, and which has other decided advantages over adjoining ranges, will be required to pay more for such a range than his neighbor who is offered a range which is short some of these qualifications.

There has always been a strong demand from the wool growers for this sort of range classification, and we believe our study will secure us sufficient information as to the values of the various units on each forest so that we will be able to remove some of the present inequalities which are admitted to exist on many of our forests.

The Forester, having secured the necessary information, intends to give the stockmen using our ranges ample opportunity to discuss with him, through their advisory boards and officers, the results of this investigation and appraisal of the ranges before the new fees, whether they be higher or lower, are put into effect. He will welcome any figures or statements connected with the use of forest ranges and their value that permittees or stock associations may wish to submit.

It is, of course, admitted that this appraisal involves an immense amount of research and field work. It will take considerable time and labor to make the necessary field investigation, and we shall probably not be prepared to submit the results of this undertaking before the end of the grazing season of 1922, possibly even later. Nevertheless, it seems absolutely necessary that this study be made, because at the present time there are no complete data at hand which show the value to the stockman of the range privileges on the National Forest, or the forage value of the different grazing units on the different forests.

Undoubtedly no appraisal or deductions which we make from the figures secured will satisfy all of our permittees, but it is believed that fundamental data may be secured and correlated which will furnish a fair and reasonable basis upon which grazing fees may be established for the new five-year period.

At the present time our grazing fees represent nothing tangible or definite in relation to value received or services rendered. The timber resources of the forests are sold only after a full and complete appraisal has been made of the timber desired. Congress itself

has designated this appraisal by statute, and it seems no more than right that such an appraisal should be made of the grazing resources, which, after all, are only another national resource, just as is the timber.

With this information being secured it is reasonable to expect that Congress will be content to allow the present grazing fees to stand until the Forester is ready to announce the scale of fees for the new five-year period. Whether they will be higher or lower than the present fees cannot now be said, inasmuch as the study will be carried out and deductions made upon the conditions as they are found to exist between now and the close of the grazing season of 1923.

Colonel Greeley wishes me to assure you that he greatly regretted his inability to be personally present at this meeting and make the acquaintance of all of you. The situation in Washington, however, with our appropriation bill still in the hands of Congress for final action, made it imperative that he remain right there on the job until final disposition has been made of it and we know exactly what we can expect in the way of an appropriation during the coming fiscal year.

I can assure you that Colonel Greeley understands very thoroughly the policies of the Service in the past, and has no thought of making any changes excepting such as will improve and strengthen the work we are doing, and make the forest ranges more useful to you stockmen. He has the fullest appreciation of the serious problems that the Western stockmen of all classes are now facing, and intends to do everything in his power to co-operate with you, to the end that the Forest Service may do its full share in assisting you during this period of readjustment and depression that has hit the livestock interests of the country so hard. Personally I feel myself fortunate in having the opportunity to continue my work under such a competent chief.

Your dues for the year 1921 are due and payable now.

## ANNUAL ADDRESS OF PRESIDENT FRANK J. HAGENBARTH

(Continued from page 15.)

gions which are essentially pastoral in character and the citizenship of which depends at this time largely, if not entirely, on its three resources of live stock, mining and farming, we must of necessity perceive that any national policy which does not properly foster and develop live stock and mining means the economic downfall of this great territory. It will be fifty years or more before the Intermountain region will be able to develop such a diversity of interests as will make it self-supporting. In the meantime, our pastoral and mining interests must remain our chief dependence for the development of a contented and prosperous citizenship.

Millions and billions of dollars have been and are being expended for the development of the navy and a merchant marine. This is, perhaps, proper and good national policy. At the same time, we contend that this policy must not be followed to the extent of losing that which we have in order to gain something else which we have not. Let us remember the tale of the dog in Aesop's fable, who dropped the bone he had in order to grab another bone which he thought he saw reflected in the waters beneath him. America's greatest commercial asset is her home market. Mr. Alexander of the National Bank of Commerce, New York, estimates that our total commerce for the year 1920 amounted to about 75 billions of dollars. Of this amount over twenty-five billions were contributed by agriculture. Our total foreign exports, under normal conditions, will not exceed ten or twelve per cent of this amount. Any policy would be a mistaken one which would sacrifice any part of the ninety per cent in order to increase the ten per cent. In other words, it would be an economic crime to destroy our wool growing and meat producing industries in this country in order that we might furnish cargoes of foreign wools and meats to be hauled by a merchant marine. Foreign com-



merce is all very good in its place, and it is very essential for the upgrowth of national prosperity, but it ceases to be effective when we rob Peter in order to pay Paul.

### Financing and Marketing

One of the greatest unsolved problems facing the United States today is the tremendous waste and increase of costs which come between the producer and consumer. Our distributive system, either by reason of extravagance or profiteering, is entirely wrong. To illustrate, since 1919, the wholesale prices to the producers of meat have decreased about fifty per cent, and in the meantime, retail prices to the consumer have actually increased. The story is a familiar one. It would appear that there is fruitful avenue here for constructive action on the part of municipal, state and even the national government to eliminate a great portion of this cost and waste to the American people.

Various methods have been proposed, some of which we will consider at this convention. We believe the time has arrived when the movement for co-operative marketing and financing must be largely developed. Your President has appointed a committee with Mr. A. E. Kimball as chairman, which will have certain recommendations to make to you along this line. These problems have been solved to a considerable degree in Europe and there is no reason why they cannot be solved here.

In prior addresses, I have called your attention to the continual drift away from the farm and producing sections to the cities. The census just taken shows that over half of our population is now in the cities. The great bulk of this citizenship must of necessity become more or less parasitic, except as finding employment in manufacturing, upon the body politic. This congestion has perhaps resulted in there being five retail butchers and five retail grocers, one in fact on every corner, where there should be but one. This is undoubtedly one of the reasons that our

distributive system is so expensive. There is too much duplication and there are too many middle men.

### The Meat Packers

In my opinion, one of the severest blows that was dealt at least to a proper and reasonable cost of distribution for retail meats was given when Attorney General Palmer and the packers entered into an agreement which forever prohibits the packers from going into the retail business. On the contrary, in my judgment, that decree should have provided that the packers, in every city for each ten thousand of population, should maintain a retail market and distribute meats at proper costs to the public. These costs and profits would of necessity have come within the range of government regulation under such a court decree and a proper standard or criterion for distributive costs would have been thus set up which would serve the consumers' interests far better than the present system, or rather lack of system.

I cannot forego this opportunity of stating my own personal opinion that the prosecution of the packers has gone about far enough. I believe that the continual agitation of this subject has reached a point where it is reacting on the producers. The public has been falsely led to believe, every fact to the contrary notwithstanding, that the packers are profiteers, and the consumption of meat, therefore, has been greatly curtailed and any curtailment in the consumption of meat inevitably hurts the producer. Our policy in regard to the packers, to my mind, has been highly destructive and not constructive, in any sense, up to date. I hope to see this convention thoroughly discuss this question and go on record as against certain present pending legislation in Congress.

### Courage

Somebody has said that the way to tell the quality of an egg and a man is to break them. Undoubtedly the majority of wool growers at this time are pretty well broken and the test of quality is now to come. My judgment

is that the man who can sit tight and attend to his knitting for the next year or two is about to enter upon one of the brightest and most prosperous periods in the history of live stock production in the United States. We must sit tight and work hard for another year or two. Our population has increased and our production has decreased. This can only result in a large consumptive market for our products, and as I have heretofore stated to you, I believe that the people of the United States have generally awakened to the fact that America must be for Americans. If we have only learned the lesson nationally of attending to our own business, being a good neighbor to the rest of the world without being a pest, we will have sufficient time to devote to our own affairs so as to develop our own resources and our own citizenship to the utmost. If this policy shall be followed, and I believe it is the temper of the present Congress to do so, I congratulate the wool growing industry on the brightest prospects it has had since 1897. I do not think this country, for at least another generation, will ever again attempt to deliberately destroy our industry, and with reasonable national support, of which we now seem assured, why should we not be prosperous?

### NEW ZEALAND'S STOCK OF FROZEN LAMBS

The report presented in the New Zealand Parliament showed that on November 15, 1920, there was in storage a total of 2,785,000 frozen carcasses of lamb and mutton. On September 15th previous, the number was 5,092,000. It was expected that the close of the year would leave 2,000,000 carcasses still on hand.

Membership dues in the National Wool Growers Association amount to \$5.00 a year. They are due and payable now for the year 1921.

## THE UNITED STATES WAREHOUSE ACT

(Continued from page 20.)

warehouses at any place in the United States where it is expedient to store wool; and the receipts issued by a United States licensed and bonded warehouse located at Flagstaff, Arizona, for instance, should have the same security value and prestige for rediscounting purposes as one issued by a United States licensed and bonded warehouse located in Chicago, New York or San Francisco. Bankers generally throughout the country endorse the Warehouse Act and look with favor on the receipts issued thereunder. I have with me copies of letters from many of the most prominent bankers in the United States which substantiate this. I realize that this statement might sound a bit erratic to some of you who have been unable to obtain the financial assistance for storing your wool, and would naturally cause you to ask: "Why is it, then, if what you say is true, that I cannot borrow any money on my wool?" It would be very hard to give an answer to this that would apply generally, more than that we have been going through a period of liquidation brought about by unusual conditions, during which the financiers seem to have adopted a policy of curtailing credits and exercising the greatest care to prevent the working capital of the country from being tied up in "frozen loans." Such a policy must be for the general welfare, I am sure, else it would not have been adopted. There is, though, one aspect which seems to be anomalous, and that is the fact that the clip which is ordinarily on the market within two or three months after it is sheared, is warehoused by someone and this storage is also financed for the ensuing twelve months during which it is consumed. Then who finances this storage? And why, if the storage of wool can be financed after it moves towards the market, can it not be financed at home before it moves? I am sure that it could be—provided the growers go about it in the right way. It is quite patent that wool or any other product

in the custody of a reliable warehouseman, such as many of the cities afford, constitutes good collateral; and when made negotiable by the issuance of a reliable warehouse receipt to cover, it may thus be used for security for financing its storage. But, on the other hand, the same wool placed in a shed, on a farm or ranch, is practically worthless for security purposes, and even if stored in a warehouse operated by a warehouseman whose responsibility and reliability are not established and known beyond local banking circles, the receipt issued by such warehouseman has very little value, if any, for either surety or rediscount purposes. It appears to me, then, if it is your desire to actually sell your wool each year in conformity with the demands, that it would be to your advantage to establish a chain of local warehouses to be licensed and bonded under the United States Warehouse Act, in which wool may be placed until a sufficient quantity is collected to attract several buyers, and financed with receipts until it is ready for the buyers. Such warehouses could be owned or leased and operated by your associations, or by individuals or firms co-operating with you or conducting them independently. The government does not actually operate the warehouses which become members of the Federal Warehousing System; it merely exercises supervision over them to see that they are conducted in accordance with the requirements of the act and the rules and regulations prescribed thereunder, in order to safeguard the products stored therein. In order to obtain a license to operate under the Warehouse Act, the warehouseman or operator of the warehouse must be responsible, solvent, and execute and file with the Secretary of Agriculture a good and sufficient bond to the United States to secure the faithful performance of his obligations as a warehouseman under the laws of the state in which the warehouse is located, as well as under the terms of the act, and the rules and regulations prescribed thereunder, and of such additional obligations as may be assumed by him with the respective depositors

of products in such warehouses. Further, the warehouse or warehouses, for which a license is sought, must be suitable for the safe storage of wool. This does not mean that it will be necessary to erect expensive warehouses according to elaborate plans. However, I hope to see as the result of a general licensing of warehouses throughout the country under the United States Warehouse Act, not only better warehousing practice, but also a gradual improvement of warehouse construction. But for your present purposes, warehouses of either frame or some other construction might answer, and I find very few towns which do not possess at least one warehouse of suitable construction. The regulations for wool warehouses extend farther than the determination of the responsibility and reliability of the warehouseman and the suitability of the warehouse. They prescribe the conduct of the warehouse along the most practical lines according to what is recognized as the best business practice, but they are not cumbersome and do not impose an undue burden upon the warehouseman. In detail, other important features included in the regulations are the provisions for the accurate weighing of wool, which can be done only by some one licensed under the act for the purpose, and the grading of wool by a licensed grader. Grading not only tends to increase the value of wool and make it more readily marketable, but it also enhances the loan value of the warehouse receipt, and provides an accurate basis for making settlements in case of loss or damage by fire or from any other cause, when accurately done according to standardized grades. Grades for wool have no doubt meant very little to the growers so far because of the wide variation of the values of grades used by different buyers. I can readily understand this, too. Mr. Willingmyre, who is in charge of the wool standardization work being done by the Bureau of Markets, told me that he has discovered, from a comparison of grades used by different buyers, an absolute lack of standardization. In some instances the same wool that would be graded by

one as quarter-blood would be graded by another three-eighths. This serves to show that the so-called wool grades now in use are absolutely worthless for marketing purposes, and only serve to confuse the grower who attempts to value his wool by them; while standardized grades correctly determined would serve to inform the grower, the banker and the buyer, of the approximate value of the wool and enable them to deal intelligently in the marketing of it.

The standardization of commercial grades for any agricultural product is a complicated problem, even when only the more important factors which indicate value are to be taken into consideration. There are many such factors in the case of wool, and one of the most difficult features of the problem is that of formulating grades which will be applicable to the wool produced in all sections of the country, making the necessary provision for the natural difference in physical characteristics, so that wools of substantially different values will not be graded and sold together; and at the same time holding down the number of grades as much as possible and expressing them in such a way that they can be readily understood and applied.

The more important factors which determine market values for wool are diameter and length of fibre, shrinkage, foreign materials such as burs, twine, etc., (which constitute causes for rejection), and manufacturing qualities of the fibre, including tensile strength, color, pliability, etc. At some point in the work of standardization these factors must all be considered, but it is realized that this cannot be done at once and that the work must proceed gradually. It was believed that diameter and length of fibre would be the characteristics which the average grader would most readily understand and, therefore, attention was given to them first. The tentative sets which have been put out for experimental purposes are based on diameter as the grading factor, and carry suggestions as to classes based upon length of staple within the various grades. As a matter of fact, very little attention

has been given by producers to the different values on a scoured basis of the various lengths of staple, although one-half-blood wool which is 3-inches long is much more valuable than if it were 2-inches long, and 1-inch wool is worth much less than 2-inch wool, assuming that all other factors, including shrinkage, are equal. I feel that if there is a substantial difference in the value of wool according to its length, it should be recognized and the producers have the right and should have the opportunity to claim it instead of passing it on to the dealer or the manufacturer who will receive the profit if the producer does not. I believe that if the quantity of wool of the different classes warrants, the grading of wool would be justified by the differences in value, down to possibly one-half cent a pound, because it usually costs less than that to grade the wool.

The attention of the bureau was directed to the prices received by one of the Western wool pools, which were practically the same for low quarter-blood clothing and low quarter-blood baby combing. It is realized that the buyers may not wish to encourage the grading of wool by producers or may have other reasons for not making proper distinctions in prices,—such as unscrupulousness on the part of the buyers, and possibly a desire to misrepresent values, the producers' lack of information of actual values or quality, unbusinesslike methods in marketing, and inefficient salesmanship. The fact that the differences in price were not made should not be taken as proving that there is not an intrinsic difference in value of several cents a pound. Reports received from the bureau's wool graders who come in direct contact with the growers show that there has apparently been a custom by which farmers who produce fine wools, especially during 1919, have been penalized. Cases have come to our attention where farmers have received 10 cents per pound less for fine staple wool than for quarter and three-eighths-blood. I think you will agree with me that such cases do not

establish the actual commercial value of these grades.

As indicated previously, after diameter and length of fibre have been disposed of, the other factors of value will be taken up in the order which seems most practical. The bureau realizes that there is a difference in value between the bright and semi-bright fleeces, but there is also to be taken into consideration the question whether the color exhibited by wool in the grease state is an indicator only of its unscoured value or applies also to its scoured condition. Quite often the semi-bright wools, such as those produced in Illinois, some sections of Wisconsin and Minnesota and North and South Dakota, scour brighter and whiter than some of the so-called bright fleeces produced in Indiana and Missouri. Color in the scoured state is quite important when wools enter the manufacture of goods to be dyed the light and delicate shades.

The question of clean scoured content, or, in other words, shrinkage, is a controlling factor in determining the value of wool to the grower and must be provided for in any attempt to standardize wool grades. I think that Mr. Holliday, of the National Wool Warehouse & Storage Company, very clearly demonstrated this in his remarks at the Wool Growers Conference at Columbus, Ohio, when he suggested a method of grading which is worthy of practical application; that is to say, of making three separate piles—heavy, medium and light—in the same grade of wool, so that all clips, for example, of one-half-blood combing will be protected from a shrinkage standpoint if properly handled. Such a subdivision of the grades would, for example, provide for one lot shrinking 50 per cent, another of the same quality shrinking 55 per cent, and a third shrinking 58 per cent.

This is the principle which the bureau has tried to apply to the length of fibre. If, however, only two subdivisions for length of fibre are necessary as a practical matter, and if such is the consensus of opinion among those interested, including the grow-



ers, no doubt the change will be made, as it is the intention of the bureau to formulate the grades and classes in such a way as to be practical in actual operation.

The standardization of wool grades is a tremendous task, but the bureau has the work well under way and I am sure will be able to establish grades upon an equitable basis which will recognize substantial differences in commercial value. A reliable statement of grade in the licensed warehouse receipt is of such value that I trust I am warranted in this digression.

But getting back to the subject of warehousing, I wish to say that in addition to the provisions for weighing and grading wool, the regulations for wool warehouses also prescribe a method for safeguarding the issuance of receipts for wool stored so as to avoid either duplication or fraudulency, and also the redelivery of wool for which receipts have been issued. They also require the warehouseman to keep an accurate system of accounts relating to the conduct of the business and a fireproof compartment in which to keep these records when not in actual use. With the exceptions of a few minor details, this covers the fundamental requirements for becoming licensed, and I think you will agree with me when I say the requirements are only such as good common sense would dictate for the protection of your wool when placed in the custody of a warehouseman, and at the same time that it appears the protection is adequate. The bankers of the country must think so, too, because the United States licensed warehouse receipt is well thought of by them; and the thing that gives United States licensed warehouse receipts their value is the established responsibility of the warehouseman issuing them, the method pursued in their issuance, and the Federal supervision back of all of this. The establishment of licensed warehouses in your respective communities would offer you a concentration point for your wool, where sufficient quantities could be collected to attract competitive buyers. It would provide suitable places wherein the wool could be

graded, thus increasing its value; and also by means of the licensed warehouse receipt issued for the wool when it is deposited therein should enable you, by hypothecating these receipts as surety for loans, to finance the storage incidental to the marketing of the wool. There have been times when it was almost impossible to obtain money with any sort of collateral; but finances for the orderly marketing of agricultural products usually will be provided when there is ample security. I am sure you would find loans much easier to obtain on your wool or any other product properly warehoused and safeguarded in a United States licensed and bonded warehouse than you would on the same wool or products in the hands of the individuals owning it.

Therefore, in order to enable the wool growers more successfully to withstand and remedy periods of depressed prices, in order to obtain a modern system whereby wool may be profitably and more scientifically marketed, and in order to give the important wool crop the standing to which it is justly entitled as collateral in the commercial world, I recommend that you investigate the United States Warehouse Act and provide for the establishment of a system of Federally licensed warehouses.

I notice that Mr. M. Staff, general manager of the Holliday Wool Storage Company, of Chicago, is in the audience. I wish to state that the first four licenses issued for wool warehouses under the United States Warehouse Act were issued to this firm, and their warehouses are the first warehouses to be operated as United States licensed and bonded wool warehouses. It is understood that the stock of the Holliday Wool Storage Company is owned altogether by the National Wool Warehouse & Storage Company. I understand that there is at present something over 30,000,000 pounds of wool stored in these warehouses,—approximately one-tenth of the entire clip of the country.

See page ten for the announcement of the 1921 Ram Sale.

## RETURNS FROM GOVERNMENT EXPERIMENTAL FLOCK

In the January issue of the National Wool Grower we published a statement regarding the work of the United States Experiment Station at Dubois, Idaho. We are advised that the following corrections should be made. The amount of money turned into the treasury was \$9,474.84 instead of \$6,996.41. The live stock exchanges amounted to \$6,334 instead of \$1,764. In addition to this, the station still has 6,000 pounds of coarse wool stored with the National Wool Warehouse & Storage Company of Chicago and has added 375 ewe lambs to the flock. Estimating the 6,000 pounds of coarse wool to be worth \$1,800 and the 375 ewe lambs to be worth \$3,750, the station receipts for the year would total over \$21,000, instead of \$8,760.41 as shown in the article published.

## PENNSYLVANIA SHEEP HEALTH SURVEY

The Bureau of Animal Industry of the Pennsylvania Department of Agriculture has completed its survey relative to parasites affecting sheep and makes the following statement:

"The reports received had to do with 16,635 sheep of all ages. Of these, 1,334 died from all causes, and of these deaths 760, or 57 per cent, can be traced to parasites. That is, deaths due to parasites make up 57 per cent of all deaths, and between 4 and 5 per cent of the number of sheep from which records were obtained. It was also shown that in the spring sheep are heavily parasitized and that they tend to lose their parasites during the summer. The inference from this is that in winter when housed or closely crowded, parasites become more abundant, to become less abundant when the sheep are running on open pastures. The evil of close crowding is thus demonstrated. Next to parasites, the dog is responsible for the greatest losses, accounting for 7 per cent of the total deaths."

## REPORT OF RESOLUTIONS COMMITTEE

(Continued from page 17.)

seems to be no market in sight for our 1921 clip, unless conditions materially change for the better, and if our wool-growers are to be protected in this matter it is essential that arrangements for warehouses and financing our 1921 wool be made far in advance of the time of shearing; therefore, be it

RESOLVED, that this association endorse the principle and practical operation of the U. S. Warehouse Act; and be it further

RESOLVED, that the president of this association name a standing committee of five members to arrange for warehousing under this act, and also for marketing and financing our 1921 wool clip.

### Truth in Fabrics Bill

RESOLVED, that we believe in the honest labeling of all products; that we deplore the use of shoddy in the manufacture and sale of so-called all-wool goods under the term "all-wool," which term is construed by the public to mean "virgin wool"; that we consider the French-Capper Bill, now pending in Congress, the best effort yet attempted to correct such fraudulent practices, and that this convention endorse the French-Capper Bill and urges its members to aid and assist in its passage, and instructs its Legislative Committee to use all means within its power to secure the enactment of this bill into law, and further urges the National Wool Grower to use its columns for the same purpose.

### Facts on Clothing Prices

WHEREAS, general statements have been made that the extremely high cost of clothing during the past has been largely due to the high cost of raw wool; and

WHEREAS, figures for the past several years show that the cost of wool in the average suit of clothes is but approximately 10 per cent of the final cost to the consumer; now, therefore, be it

Resolved, that the National Wool Growers Association and the affiliated

"MEN, HOLD OUT YOUR HAND!"

## Get Tippié's \$10.00 to \$25.00 Saving

It has never been good business to pay more for an article than is necessary. According to the standards set up by the ordinary clothiers, TIPPIE'S prices are \$10 to \$25 less—and there is no sacrifice whatsoever of style or quality.

Why Pay More Than You Ought To? TIPPIE Shows You Hundreds of SUITS AND OVERCOATS

Representing the topnotch ideas from nationally-advertised makers at savings positively not duplicated today by any other store—comparison will prove it—come up!

GUARANTEED VALUES UP TO \$45.00, \$25.00.

GUARANTEED VALUES UP TO \$55.00, \$35.00.

GUARANTEED VALUES UP TO \$70.00, \$45.00.

Keep in mind, men, that TIPPIE'S prices do not represent reductions made in order to push out a lot of "odds and ends."

Take note that TIPPIE'S special prices begin at \$25—and that weeks ago TIPPIE was first to announce this change to a prewar basis.

TIPPIE did a thing that many said "couldn't be done."

TIPPIE took the lead in doing it—and patrons have shown their appreciation by giving us a record-breaking business.

## TIPPIE'S

Incorporated Under the Laws of the State of Utah.

The Up-Stairs Clothes Shop of Salt Lake City. 2nd Floor Clift Bldg., N. W. Corner Main and Broadway. Ride Up in Fast-Service Elevators and Save.

## Montana Stock Ranch For Sale BICKETT-SWETT LIVE STOCK CO.

Disposing of  
HOUND CREEK RANCH

Owing to a desire to retire from business, we are placing our stock ranch on the market. This place has a record of producing the highest priced beef, highest priced wool, and the highest priced lambs of any stock ranch in the northern part of Montana.

### Facts About It:

Fifteen thousand acres of deeded land together with a large amount of leased land. Exceptionally well watered by springs and large creeks running through the ranch. Hay land well distributed over ranch. The best cattle ranch in the Northwest. Fully equipped with wagons, teams and all kinds of farming implements. Home ranch buildings have private electric light plant. Ample shed room for 12,000 sheep. Good road to Cascade, twenty miles distant. Excellent hunting and fishing.

For further information, write

BICKETT-SWETT LIVE STOCK CO.

6521 Hollywood Blvd.,

Hollywood, California

## EVERY WOOL GROWER NEEDS AN ATTRACTIVE LETTER HEAD

WE PRINT THE

# National Wool Grower

THAT IS A SAMPLE OF OUR WORK

We will furnish a nice half tone and get you up an attractive letter head and envelope. It will help your business.

FOR PARTICULARS WRITE THE

## CENTURY PRINTING COMPANY

W. G. ROMNEY. J. Q. RYAN.

CENTURY BLDG., 331-3-5 EDISON ST., SALT LAKE

State Associations use every means to inform the buying public that the prices paid to the wool grower for wool in the grease have not been the principal factor in determining the retail cost of clothing; and be it further

RESOLVED, that the U. S. Department of Agriculture be asked to prepare and broadly distribute a comprehensive circular that will set forth the difference between goods containing shoddy and goods manufactured of all virgin wool, and giving a comprehensive method of determining the difference.

**Endorsement of Montana Woolgrowers Association Plan to Market Virgin Wool**

WHEREAS, all wool growers are suffering severe financial reverses and embarrassment and many are actually facing bankruptcy because of their inability to sell their wool clip for 1920; and

WHEREAS, the public has quit buying clothing largely because of the extremely high prices charged and the very unsatisfactory quality of goods carrying a high percentage of shoddy during the past three years; and

WHEREAS, the 1921 wool clip is practically ready to be offered on the already over-stocked market; therefore be it

RESOLVED, that we ask retailers, wholesalers and manufacturers to adjust their business on such basis that the confidence of the public will be restored so that buying will be resumed on a normal basis and be it further

RESOLVED, that the National Wool Growers' Association endorse the pioneering work of the Montana Wool Growers' Association in manufacturing and offering to the public all American virgin wool fabrics that will restore confidence in the trade and at a price that is fair to the purchaser; and be it further

RESOLVED, that the National Association and affiliated state associations lend their influence and support to this work in every possible way.

**Forestry Service**

WHEREAS, under the existing



**Rambouillets**

Sold out for 1920. Fine crop of ewe and ram lambs coming on for the 1921 trade, to be sold in lots to suit.

W. S. HANSEN, Collinston, Utah.

Messrs. A. J. Hickman & Co., Halse Grange, Brackley, England (late of Egerton, Kent).

Exporters of all breeds of stock, draft horses, beef breeds of cattle and show and breeding flocks of sheep a specialty. You can buy imported stock cheaper through us than in any other way, and we hope to get your inquiry at once, so that we can fit you out before this country is skinned of good stock, as it soon will be now that the war is over.

**Knollin-Hansen Company**

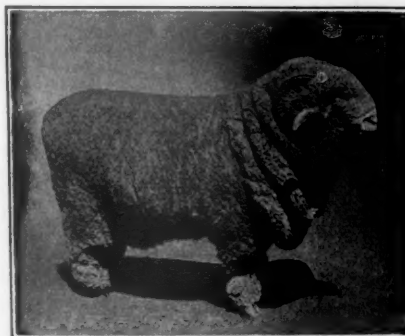
Pocatello, Idaho.  
P. O. Box 478.

Ranch Headquarters, Soda Springs, Idaho.

Breeders of  
Registered Hampshire, Oxford and Romney Sheep.

Shorthorn Cattle.  
Berkshire Hogs, and  
Bronze Turkeys.

CORRESPONDENCE SOLICITED.

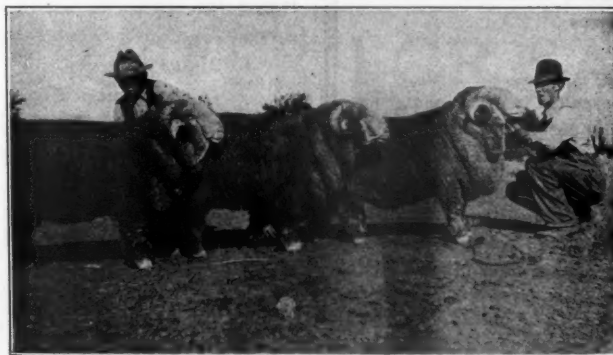


San Peter Sheared 51 Lbs. in 1919.

Ewes and Rams. One or a carload.  
On account of lack of range will sell  
500 smooth body ewes at a bargain.  
Also 300 yearling rams.

W. D. Candland & Sons  
Mt. Pleasant, Utah.

**Mt. Pleasant Rambouillet Farm**



I am offering 300 head of big boned, fine-wooled, yearling rams for March and April delivery at special prices. Bred from the best pedigreed flocks in America.

Also some ewes of same breed.

**John K. Madsen**

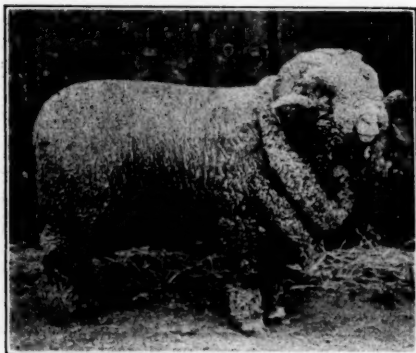
Phone No. 147 P. O. Box 219  
MT. PLEASANT, UTAH



**FOR SALE OR TRADE**

2,200 choice fine-wooled two-year-old ewes to lamb May 1st. Will sell or trade for aged ewes, suitable for market this year, with lambs at their sides. Wire or write

**Florence Livestock Co.,**  
Hagerman, Idaho

**UNREGISTERED**

**350 pure bred Rambouillet ewes**

**50 pure bred Rambouillet yearling ewes**

**REGISTERED**

**50 pure bred Rambouillet yearling ewes**

These ewes are of our own breeding, are unexcelled in vigor, conformation, and fine fleeces, by any sheep in the country, and are now being bred to some of our best rams. Also 12 registered 2-year-old ewes bred to a very promising son of our \$3,000 ram. All the above in lots to suit purchaser.

For further particulars, apply to

**Bullard Bros.**

Woodland, California

financial stress to which the wool growing industry is subjected at this time, making it necessary for many permittees to sell part or all of their land and live stock; and

WHEREAS, the present rules and regulations require that a cut of ten to twenty per cent be made in event of sale or transfer, thereby discouraging buyers, and in cases preventing sale; therefore, be it

RESOLVED, that we urge the Forest Department to suspend such rules and regulations during the year 1921.

**Cattle on Sheep Ranges**

WHEREAS, for the past few years it has been the policy of the Forest Service to permit cattle to enter some of the forests in advance of the date on which sheep were permitted to enter, and in many instances to graze without restriction on ranges used by sheep, and

WHEREAS, since this policy has been inaugurated, these ranges have materially depreciated and if this policy is continued, it means a considerable reduction in the number of sheep that will be allotted to such ranges; therefore, be it

RESOLVED, that we most earnestly urge the officers of the Forest Service to use every effort to find spring range for these cattle on areas other than those to be devoted to sheep grazing and that sufficient summer range for cattle be found without infringing on and destroying existing sheep ranges.

**Grazing Fees**

WHEREAS, the majority of users of the National Forest are unable to secure sufficient money to meet current expenses; therefore, be it

RESOLVED, that we the National Wool Growers' Association, do urgently request Congress to make it possible for the Secretary of Agriculture to defer payment of all grazing fees until August 31, 1921.

**Sheep Scabies**

WHEREAS, under present condition scabies is spreading in the Western States; and

WHEREAS, we have been informed by the United States authorities that

all sheep and lambs will be inspected and must be clean before they can be marketed this season; and

WHEREAS, we believe that more uniform laws in the several states would lead to a better cooperation between the states and would enable the U. S. authorities to work with the state authorities to better advantage; and

WHEREAS, your committee believes that there should be in each state a Commission composed of sheepmen to handle this question, acting co-operatively with the government authorities; therefore,

BE IT RESOLVED, that this Association recommends that a law be passed in each of the several states providing for appointment by the Governor of a Sheep Commission to consist of sheepmen with the necessary power to eradicate scabies.

To further the purpose of the work of eradicating scabies we respectfully urge the Congress of the United States to make more liberal appropriations for that purpose. We recommend that laws be passed by the several states providing for the appointment of a Sheep Commission, patterned after the Nevada law, which law be followed as closely as practicable, and that said Boards be non-political.

**U. S. Biological Survey**

WHEREAS, predatory animals are the cause of live stock mortality every year to the extent of millions of dollars throughout the Western States; and

WHEREAS, due to the efforts of the Biological Survey, in co-operation with the stockmen of the West, such predatory animals have been greatly decreased in many states; and

WHEREAS, due to lack of funds, the Biological Survey has been compelled to discontinue its work over a period of months, thus losing much of the benefits derived, by allowing these animals to appreciably increase; therefore, be it

RESOLVED, that we, the National Wool Growers' Association, respectfully urge upon Congress that the ap-

appropriation for predatory animal destruction be considerably increased.

### Predatory Animals

BE IT RESOLVED, that this Association recommends that a vigorous campaign of poisoning predatory animals be instituted by the several states in conjunction with the Biological Survey of the United States Government. That this campaign may be more effective we ask that the live stock men furnish these officials all necessary bait in the form of old horses and cattle free of charge.

### Co-operation With Other Organizations

WHEREAS, every industry with which the wool grower deals in conducting his business is thoroughly organized for its individual benefit and protection; and

WHEREAS, the problems confronting the growers represented by the membership of the National Wool Growers' Association are common to the problems and needs of other branches of live stock and crop production; and

WHEREAS, at present the various organizations representing the producers of other classes of live stock and crops are working more or less independently, and consequently progress is slow, largely because of a lack of co-operation and concerted action; therefore, be it

RESOLVED, that the National Wool Growers' Association should actively join with other agricultural and live stock organizations in efforts to establish a more adequate system of normal financing of agricultural production and marketing, to the end that it may be possible for individual or organized producers to retain ownership in their products, through sufficient length of time to permit them to go into the channels of consumption, without necessity for sale to pure speculators.

### U. S. Sheep Experiment Station

WHEREAS, conditions in the

## RAMBOUILLETS

We are offering 80 head of Purebred Yearling Range Rams at \$50.00  
Offering 200 Ram Lambs, 50 per cent Polled.

**J. E. CORBETT & SONS, Bancroft, Idaho**

## Romneys and Lincolns

Our winnings at the International again put our flock in the lead. Wrights 236 won the prize for the second time as the greatest breeding ram.

For the 1921 season we will offer choice stud rams and ewes of the Romney and Lincoln breeds. We are sold out for this season with the exception of a few Romney ewes, bred and ready for shipment.

**Romney and Lincoln Show**  
Flocks our specialty.

**J. H. PATRICK & SON**

Ilderton, Ontario, Canada

**A. J. KNOLLIN**

Pocatello, Idaho  
P. O. BOX 478

BREEDER OF

Hampshire, Rambouillet, Shropshire, Oxford, Cotswold, Lincoln and Romney  
Sheep, Shorthorn Cattle, Belgian Horses, Berkshire Hogs.

Registered Stock For Sale

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## To Close An Estate

**WE OFFER FOR SALE**

**45,000 Acre Stack Ranch at**

**\$5.00 PER ACRE**

The best ranch in the state of Washington. If wanted,  
also 1000 head of cattle and 10,000 sheep.

**Address COFFIN BROS.**

Yakima, Washington

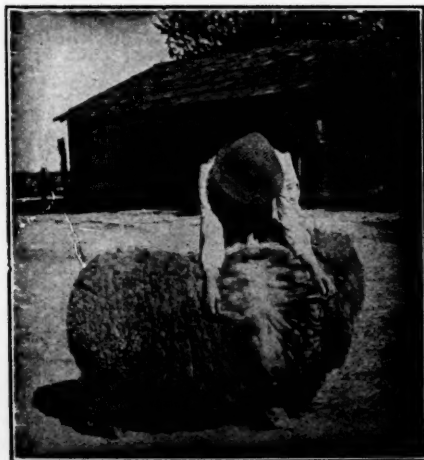


One of My Stud Rams

## CALIFORNIA RAMBOUILLETS

My Rambouillets are large, smooth and well covered with heavy fleeces of long white wool. They are bred in a high, dry country and are very hardy. I have 2000 one and two-year-old rams for this season. If you visit California, call and see my flocks. My prices are reasonable and my rams will suit the range country.

**CHAS. A. KIMBLE,**  
**Hanford, Cal.**



One of My Stud Ewes

Western States under which sheep and wool are produced have so changed as to make the most careful and economical methods of breeding, feeding and management of sheep necessary, if the business continues; and

WHEREAS, the farmer and small stock grower have benefited by years of careful research and experimental work on their problems of production by both the Federal and State governments; and

WHEREAS, our Western State Experiment Stations because of lack of adequate funds have been unable to study the large and peculiar problems of the Western sheepmen and as our range problems in the several states are identical, the problem of investigating range breeding, feeding and management should be vigorously prosecuted by the U. S. Department of Agriculture; now therefore be it

RESOLVED, that this National Wool Growers' Association heartily endorse the work of the United States Government Sheep Experimental Station at Dubois, Idaho, and that we urge the financial support of this work be substantially increased and that every possible effort be made to give the men in charge of the station assistance and encouragement in their work.

### Thanks

We desire to thank our worthy president, officers and members of committees for their constant and untiring efforts so efficiently performed in our behalf, and the press of Salt Lake City for the full prominence which they have given our proceedings, and the management of the Hotel Utah for caring for us in such an efficient and satisfactory manner.

We further wish to express our appreciation to the bankers of the West for their hearty support to our industry during this period of re-adjustment and in appreciation thereof we recommend that the growers practice the strictest economy in carrying on their business.

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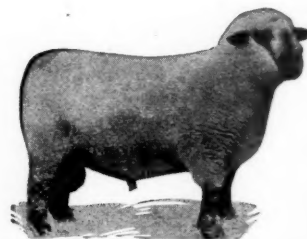
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